

# CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST



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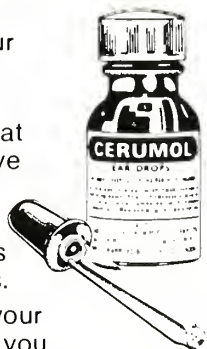
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**Christmas  
gifts**

**London group  
proposes new  
NHS contract**

**Unichem launch  
new service**

**RGD name  
their 'Deb'**

**Last chance  
to enter for  
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of the Year**





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# CHEMIST & DRUGGIST

Incorporating Retail Chemist

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Editor Ronald Salmon MPS

Assistant Editor Graham Thorne BPharm MPS

Technical Editor Barbara Weston BPharm MPS

Beauty Editor Kim Pearl

Contributing Editor Adrienne de Mont BPharm MPS

Information services Ivan Cotgrove

Advertisement Manager Peter Nicholls JP

Director Arthur Wright FPS DBA

## CONTENTS

- 3 Comment—Be prepared  
—£4,000 to be won!
- 4 NPA says prescription levies mistimed
- 5 Unichem invoices on microfiche
- 7 Royal Commission threat to industry?
- 9 The Xrayser column—Security
- 9 People; deaths
- 11 Counterpoints
- 14 On TV next week
- 20 Business matters
- 24 CHRISTMAS GIFTS—Special supplement
- 37 London Group proposes new NHS contract
- 40 Letters
- 43 Kirby acquired by Schering-Plough
- 44 Market news; coming events
- 44 Classified advertisements

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West Midlands B90 3AE 021-744 4427  
North east Permanent House, The Headrow, Leeds LS1 8DF.  
0532 452841  
Scottish 74 Drymen Road, Bearsden, Glasgow  
041-942 2315  
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061-872 5151  
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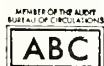
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July 7 1979

## COMMENT

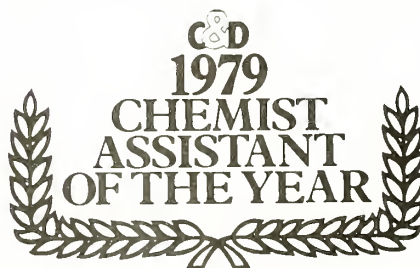
### Be prepared

When the "real profitability" of NHS dispensing gives cause for concern to an organisation such as Boots (last week, p1027) there is clearly something wrong. After all, if 56 million prescriptions in only 1,300 branches (averaging over 800 per week) cannot be regarded as providing an acceptable profit level, what hope is there for the smaller independent?

Relief may be at hand, of course, and there is welcome news from Westminster that an independent panel inquiring into chemist's remuneration will express an interim opinion later this month. But contractors have already been warned by the PSNC chairman, David Sharpe, that there was a balance sheet "over payment" in 1978 (C&D April 14) and now the Department of Health may be looking for its pound of flesh from the effects of the increase in prescription charges. Who is to say that pound may not involve the "heart" of the pharmaceutical service?

What is needed is an end to looking back to see what crumbs have been dropped, and a recognition that only a whole new cake will provide the service's future sustenance—as with the Review Body's recommendation on dentist's remuneration a year ago, the slate needs to be wiped clean.

But will the panel be heeded if it finds for pharmacy? The Government is being pushed into a corner by world crises and have home wage demands: it could well take a reactionary attitude to the weak. Which makes it all the more important that contractors, and the profession as a whole, should make it plain that the fire which was burning during 1978 is still smouldering and if rekindled by rough handling will have a devastating effect.



### £4,000 to be won!

Would a member of your staff like to win £1,000—and would your pharmacy like the prestige of employing the "C&D Chemist Assistant of the Year"? If so, next week offers the last chance to enter the competition for the title, which closes on Saturday July 14.

The competition is sponsored jointly by C&D and NPA Products, and regional finals are being organised through Independent Chemists Marketing Ltd franchised wholesalers. Open to all assistants who work in National Pharmaceutical Association member pharmacies for at least 16 hours a week, it carries that top prize of £1,000 plus second and third prizes of £500 and £250 respectively—and each regional heat winner will receive £100. Prizes will total over £4,000.

The grand final judging will take place in London on November 29, to which the finalists will be invited, with travelling expenses paid.

Entrants are required only to answer the short questionnaire included on the entry form—which is available from any ICML wholesaler or direct from ICML, 51 Boreham Road, Warminster, Wilts BA12 9JU (telephone 0985 215555). With £4,000 at stake, this is an opportunity no pharmacy assistant should miss. If you haven't yet encouraged your staff to "have a go", how about a pat on the back today—it may be all they need!



# Prescription levies mistimed says NPA

A strong protest about the timing of the prescription levy increase has been sent to the Secretary for Social Services, Mr Patrick Jenkin, by the National Pharmaceutical Association. The Association's secretary, Mr Wright, says in his letter, "We can see no reason whatever why the increase should not have been effected on July 1 or August 1. The Government's insistence on July 16 and its refusal to change this date will result in considerable inconvenience to pharmacists and will give rise to wholly unnecessary extra work and record-keeping".

Mr Wright went on to say that the Chancellor of the Exchequer's failure to announce the date of the increases in his budget statement led to confusion and some pharmacists, who had collected the higher charges before July 16, were put to considerable inconvenience in tracing patients and reimbursing them. He asked Mr Jenkin to reconsider the date.

Mr Wright has also written to the Chancellor of the Exchequer, Sir Geoffrey Howe, because many retail chemists are complaining about the injustice of their liability for output tax at 15 per cent on supplies made at the old rates. This has arisen because retailers are able to estimate their output tax to include cash received from credit account customers in their "special scheme gross takings". Many retailers chose to account for VAT on credit supplies on a cash basis for the sake of simplicity, even though they were required to account for VAT on sales before the tax was introduced.

Mr Wright points out that the increase results in a direct reduction of 6½ per cent in a trader's profit unless he is able to pass it on to the customer. "For those of our members with substantial credit accounts", writes Mr Wright, "this is a financial penalty that cannot be absorbed and which is difficult to justify."

Mr Wright expressed his hope that the Chancellor would permit retailers to change their method of reckoning "gross taking" so they are only liable to VAT at the rate current when the goods were supplied to credit account customers.

## PSNC pressure

The Pharmaceutical Services Negotiating Committee is still pressing for a meeting with Dr Gerard Vaughan, Minister for Health, to discuss an interim award for contractors while the panel deliberates, and on the implications of the rise in prescription charges. By Tuesday, no date had been fixed for the meeting and no reply had been received to PSNC's pressure for the £1½ million cut (*C&D*, June 23, p948) to be lifted. Mr A. J. Smith, PSNC chief

executive, told *C&D* he had invited the Department of Health to telephone him should the post be delaying a reply.

## NHS proportion stays at 67pc

National Health Service dispensing accounted for 67 per cent of independent pharmacies' turnover in March-April, down only slightly from the previous two-month figure of 67.4 per cent.

According to the A. C. Nielsen research company's *Retailer Bulletin*, NHS as a percentage of total turnover for multiples and Co-operatives (excluding Boots) was 52.8 per cent compared with the previous two-month period's 52.7 per cent. The year-ago figures for the same period cannot be strictly compared because of a change in data services, but the percentages then were 64.1 per cent for large independents, 61.8 per cent for small independents and 52.8 per cent for multiples and Co-ops.

Total cash and NHS for pharmacies was £196,448,000 during March-April. Independents accounted for 86.4 per cent. Independents dispensed an average of 2,763 prescriptions in February and 3,084 in March; multiples and Co-ops dispensed 2,297 and 2,571 respectively.

The average cash sales per week for March-April were £892. For multiples and for Co-ops they were £1,122, independents £781 and drug stores £1,310. Total cash sales were worth £85,465,000, with pharmacies accounting for 80.4 per cent and drug stores 19.6 per cent.

## Supermarkets sales beat independents

For the first time ever, the six leading supermarket chains attracted more spending than all the many thousands of independent grocers combined.

These major multiples increased their sales by almost one-fifth and accounted for 36.6 per cent of the total £11,264 million grocery trade, which covers packaged and fresh foods, toiletries, drinks, sweets, cigarettes, etc. Independent grocers affiliated to major symbol organisations increased their sales by 7.2 per cent, other independents by 5 per cent. These statistics appear in A. C. Nielsen Co Ltd's *Annual Review of Grocery Trading*, which gives the following share of grocers' sales by shop type: Co-operatives 13.6 per cent (up 10.1 per cent), multiples 53.3 per cent, independents 33.1 per cent.

The report includes a study of limited range discount stores, defined as "self-service retail grocers selling a limited range of not more than 1,000 lines, at prices generally below the national average." A random sample of 100 stores showed that prices were some 7 per cent lower than for all grocers and 4 per cent less than charged by traditional supermarkets.

## Birmingham region election result

The Pharmaceutical Negotiating Committee, having been reassured by the Post Office that all letters have been released in the Birmingham area, has declared the result of the PSNC Committee election in region 12 (West Midlands): A. H. Moseley 77; B. J. Teague 67; G. H. Lee 42; D. R. Johnston 41; P. R. Tilley 41; invalid 3 (return 37.6%).



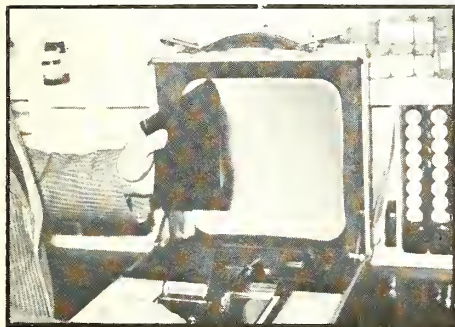
A party of NPA staff pensioners were entertained at the new Mallinson House headquarters on June 22, giving them a more leisurely opportunity of looking around (and negotiating the many flights of stairs) than would have been possible during the NPA Show weekend. Among the pensioners are Miss H. E. Bassett (clearing house), Mr W. Clarke (central checking bureau), Mr B. Gandar (Chemists' Mutual Insurance), Miss Howard (CCB), Mr R. H. Kemp (assistant secretary), Mrs Main-Smith (stocktaking), Miss Narroway (CCB), Mrs Shackleton (CMI) and Mr J. Charlton (secretary, PSNC). Also in the picture are NPA chairman, Mr J. C. N. Wilford, director Mr J. Wright, deputy secretary, Mr Tim Astill and other long-serving staff.



# Unichem invoices on microfiche

Pharmacists with an invoice storage problem and with space at a premium could find considerable advantage in the latest Unichem service—Unifiche. The Unichem central computer can produce up to 270 (one month's) invoices on a 6 x 4 inch film (fiche) for remagnification in a desk top or portable viewer. The latter folds into a briefcase type carrier for transfer between home and shops.

Unichem are charging £4 per month (£3 for Prosper users) for the fiches with a purchase or lease arrangement on the viewers; £175 (£165 Prosper) for the portable model and £150 (£140) for the desk-top (8 x 12 inches) with both leased at £10 per week or part week. Unichem are coy about predicting an uptake figure but say that during trials among regional committee members (who requested the service) many bought the machines. However, Unichem expect some pharmacists to lease the viewers



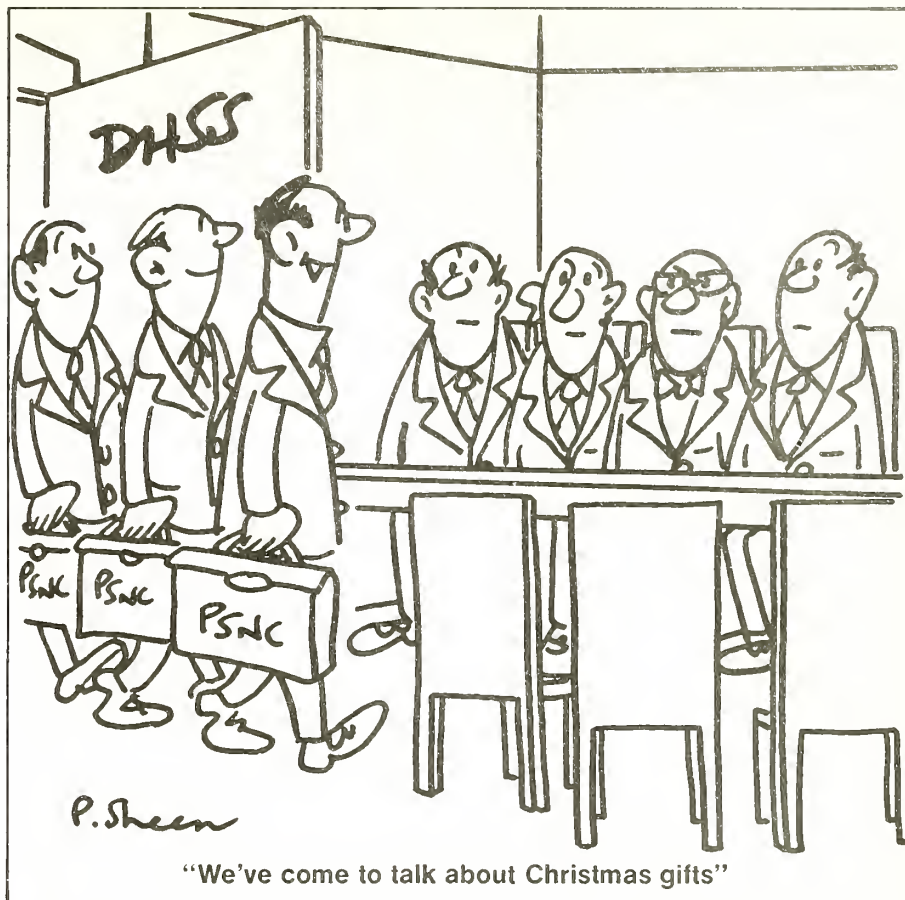
The portable viewer together with a handful of microfiche records, representing seven years' invoices

for a few days during the monthly accounting periods.

Advantages of the microfiche system are great reductions in storage space, rapid location of documents, and security. Mr P. Dodd, Unichem managing director, says Unifiche can reduce the paper contents of a garage to fit a cigar box. The fiches are identified by month and can be located in under a minute. Because of the space savings, the fiches could be stored in a safe if required.

Unichem say the system has been approved by Customs and Excise, Home Office and Inland Revenue as a means of storing records. If fiches are lost they can be replaced and a paper copy provided if required. At present, monthly statements are not included on the fiche with invoices although it is being investigated. There will be a yearly summary.

In addition to a range of accessories such as fiche storage boxes, Unichem expect to develop the system in the future. Prosper users may take additional services such as management statistics on fiche and the viewers and films are compatible with other equipment. Customer wishing to take the service must commence on the first working



day of any month, having given Unichem at least 24 hours notice. The arrangement can also be cancelled at short notice, there being no contract of service.

## New profit scheme for Unichem members

Unichem are introducing a new profit sharing scheme for members only. From August 1, all "ethicals" over £1,000 per month will attract a 10 per cent discount with all OTC case lots also being reduced by 10 per cent. The annual profit sharing rebate will increase by 2½ per cent on OTC's.

However the annual ratio of OTC to "ethicals" must not exceed 40:60. There will be a 1 per cent discount on all Prosper purchases. To qualify for the 10 per cent monthly bonuses, payment is required within 30 days; it will be 6 per cent for 60 day payment, although the annual share and Prosper reductions will not be affected by prompt payment. No "ethicals" will be excluded.

## Vestric too . . .

Vestric have introduced a new pricing structure which they say is to meet the changing demands of retail pharmacy. It will reflect more closely the actual costs of providing the service required by their customers. Consideration will be taken of turnover, individual order size and period of credit allowed.

Vestric say they have advised manufacturers of the new structure and will continue to co-operate fully with them. However, they say developments in the trade over the past year have made it impossible to effect the traditional ap-

proach to wholesale distribution.

Vestric will continue to offer all retail pharmacies a complete range of "ethicals" along with a first-class service. Future developments include a computer terminal system for the dispensary.

## No prescribing by pharmacists

Doctors have reaffirmed their opposition to pharmacists prescribing. The British Medical Association's annual representative meeting last week voted unanimously in favour of a motion "that under no circumstances should pharmacists be given the right to prescribe scheduled drugs."

The meeting felt that only doctors should prescribe because, although pharmacists knew about the actions and side effects of drugs, a knowledge of the patient's medical history and condition was essential.

The meeting also voted for the BMA to press the Government for a total ban on tobacco advertising; that the BMA should seek to increase non-smoking areas in public places and ask health authorities to make separate provision for staff and patients who smoke.

A motion calling for a voucher system for treatment under the NHS was carried as a "reference", which means the matter will be investigated during the coming year. Patients would be given a voucher to the value of the average treatment cost; it could be cashed at an NHS hospital in return for "free treatment" or given to a private practitioner who would be paid by the NHS for the value of the voucher, the patient paying for any fees in excess.



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We neither wish nor intend to serve members of the general public.



# Royal Commission threat to drugs Industry?

A recommendation that doctors and hospital pharmacists should select drugs from an approved list may be among the proposals in the Royal Commission's report on the Health Service to be published shortly. According to an article in the *Observer* last weekend, this will be one of the Commission's recommendations, several of which are in direct opposition to the Government's policy including ending script charges.

Mr Peter Lumley, manager of information services for the Association of the British Pharmaceutical Industry, while saying that he wanted to reserve comment on the Commission's report until it was published, is in principle against any proposal that will interfere with the clinician's right to prescribe.

"In its evidence to the Royal Commission, the ABPI made the point that

any form of restricted prescribing list would seriously infringe doctors' clinical freedom", he said. "We also said that any new medicine would be judged much more harshly than one already in critical use and this would have an inhibiting effect on drug research".

Mr Lumley pointed out that the medicines bill, as a percentage of all NHS costs, had fallen during the last decade and is now less than 10 per cent. "There is very little scope for further reductions in the cost of drugs", he said.

Hospital pharmacists, however, welcome the proposal. Mr R. M. Timson, a spokesman for the Guild of Hospital Pharmacists, said: "I think a restriction on the number of drugs supplied is desirable. Many hospital authorities have already adopted this practice and I think it will help reduce costs".

document. The legislation will take advantage of existing powers to investigate monopolies and additional power will be vested with the Office of Fair Trading and the Monopolies and Mergers Commission. At present, the director-general of fair trading can refer to the Commission cases where competition is limited by market structure or where pricing policy suggests an abuse of monopoly power. Under the new legislation, he will be able to gather information and publish his findings. Where there is clear evidence that the practice is restricting competition, the director general will be able to refer companies to the Commission for a full report. If the Commission's report is adverse the Trade Secretary may ask the companies to stop the practice or he can regulate their prices. The Trade Secretary will also be able to ask the director-general "to investigate a price rise which he considers to be of major public concern".

## Pharmacist further remanded

Mr Sidney Frankel, the London pharmacist who faces charges under the 1968 Medicines Act, was granted bail totalling £40,000 when he was further remanded until July 11 at Marylebone Court last week. Mr Frankel who owns chemists shops in Edgware Road, Paddington and Jamaica Road, Rotherhithe, faces a total of four charges.

He is accused under the Medicines Act of offering for sale by wholesale, in London, diethylpropan hydrochloride, not in accordance with a Wholesale Dealers' Licence, and offering it for sale by retail. Mr Frankel also faces two charges under the Theft Act of dishonestly receiving a quantity of stolen Dopamet tablets and making use of a false pharmaceutical invoice.

## R. G. Drummond name their 'Deb'

Miss Drummond Deb 1979—the R. Gordon Drummond chemist chain's "girl of the year"—was announced as Mrs Julie James from the company's Pontypridd branch, at a dinner in London last week.

Mrs James was one of six regional finalists who had already won £100 cash and a weekend trip to London, complete with a show and a shopping spree. To win, each had correctly answered a preliminary questionnaire and subsequently been interviewed by a regional manager, but the name of the "Deb" was a closely guarded secret until the dinner.

The remaining five finalists were Jeanette Low (Clydebank branch), Rhona Murdoch (Barnton Street, Stir-

ling), Mary Woodhead (Stirling Street, Airdrie), Jill Golding (Shirley) and Amanda Lawrence (Yeovil). Mrs James has worked in pharmacy for ten years and at the same shop, where she is a dispenser, for the past seven—first under independent ownership and more recently three years with RGD.

## Bill to curb price rises on the way

Government plans to curb excessive price rises and increase competition by legislation have been outlined in an unpublished Department of Trade



Left: Julie James receives her cheque for £150 (making £250 in all) and the Drummond Deb 1979 sash from Brian McElroy, managing director designate of Guinness Retail Holdings, RGD's parent company. Pictured right are the finalists (l to r) Mary Woodhead, Jill Golding, Julie James, Rhona Murdoch, Jeanette Low and Amanda Lawrence. Behind the girls are Roy Henstock (retail operations director), R. J. C. Ford (RGD chairman from October 1), Brian McElroy, Dr D. H. Maddock (pharmacy superintendent) and Frank Brazier (group development manager)

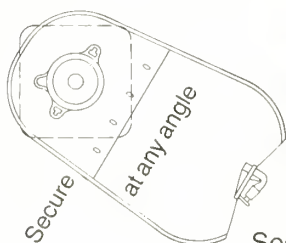


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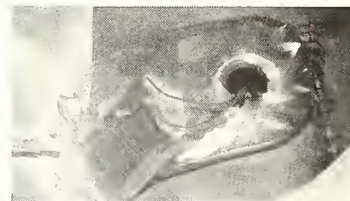


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# COUNTERPOINTS

## Brewing up with two new products from LRC

LRC Products are breaking into a completely new product field by launching a range of home brew beer and wine products this month.

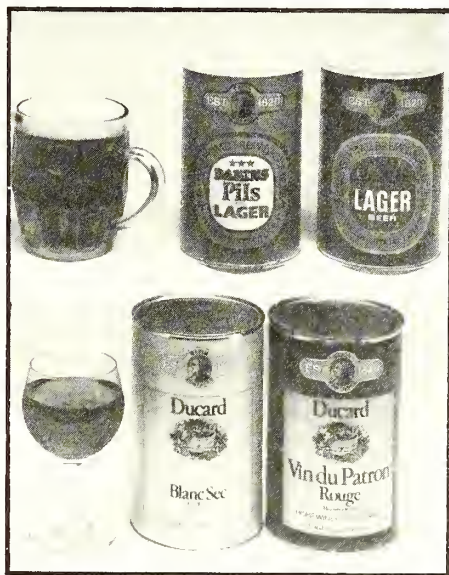
The beer concentrates will be sold under the Dakins brand in four types: bitter and lager in large cans to make 40 pints, and extra strong bitter and Pils-type lager to make 30 pints (the r.p. of all four is £2.66). LRC has chosen to market only large size cans as this size currently accounts for 75 per cent of beer concentrate sales. The traditional packaging of the beer kits is bound to attract interest in-store, say LRC who claim that no other company markets a Pils-type lager concentrate in the UK.

The wine concentrates, under the "Ducard-Vin du Patron" brand name, are made from Mediterranean grapes. Many concentrates currently on the market use Cyprus grapes, more commonly associated with sherry than wine. Four varieties will be available (all £3.18½)—dry white, medium sweet white, medium dry red and rosé. Each is available in large cans which make six average-sized bottles (one gallon). As with the beer varieties, LRC has designed the wine concentrate packaging to ensure the greatest impact at point-of-sale—each can has the look of a traditional bottle of wine. The concentrates require no sugar (except medium sweet white to taste), making them both easier and more economical for the consumer.

LRC views the home brew market as virtually "untapped". "At present there are very few major companies involved," says LRC group product manager, Steve Harling. "Yet the market has seen a very rapid expansion, and we believe holds enormous potential."

Last year about five million adults were involved in home brewing—two million in making wine, two million in making beer and one million in making both. LRC predicts that with the right level of advertising support, the UK home brew market could double in just five years. They intend to make an impact on the home brew market from the start, by spending £¼ million in the launch period, commencing July. The campaign will start in September on television in London, the Midlands, Anglia and the South, and in the national Press.

The company says that chemists are ideally positioned to sell Dakins and Ducard home brew products. Pharmacists can readily understand the principles of wine and beer making and can offer good advice to a customer. Good display can encourage impulse purchases. *LRC Products Ltd, Sanitas House, Stockwell Green, London SW9 9JJ.*



## Reckitt expand Harpic range

Reckitt are launching two new products nationally in the Harpic range. Harpic WC Fresh (£0.40) is being introduced into the bowl block sector of the market. It is an oblong block of detergents, perfume and dye held inside a plastic cage designed to fit on the side of the lavatory bowl. At each flush, water flows over the cage producing foam in the bowl and releasing a pleasant fragrance—rose with the pink block and pine with the green. Cleaning action also occurs due to the detergent content. The bowl block sector of the lavatory care market is worth £4m at retail prices and during 1978 volume grew by 8 per cent. Harpic WC Fresh will be heavily supported by colour advertisements in consumer Press from August.

Harpic WC Blue (£0.39) is a round block of blue dye mixed with detergents, and is blister packed in the shape of an ace for distinctive and easy display. When dropped into the cistern the block slowly dissolves turning all the water a pleasant blue. It will keep a lavatory fresh and clean for at least four weeks. Harpic WC Blue is also being supported by advertising in women's magazines from August to the end of the year and over five million 5p coupons are being given away in the advertisements.

Reckitt are also testing two new products. One is Harpic Jet Liquid (£0.51), currently selling in the Tyne-Tees and Border television areas. It is a thick blue acid liquid packed in a half-litre squeeze plastic bottle with directional nozzle to allow the fluid to reach the inside of the rim. The acid liquid kills all known lavatory germs and also removes lime scale.

In the Southern television area, Reckitt are testing Harpic Bleachmatic (£0.39), an in-cistern toilet cleaner which delivers a metered amount of bleach into the bowl every time the lavatory is flushed, ensuring continual hygiene and a germ-free environment everywhere the water goes. It is being used as a continuous cleaner in conjunction with mainstream cleaners like powders. The block is cased in a plastic metering device and is sold in a distinctive skillet. *Reckitt Products, Reckitt House, Stoneberry Road, Hull.*

## Ibcol flies high with a kite

Jeyes are supporting Ibcol thick with a £200,000 investment in television advertising. The campaign runs from now until September and will comprise twenty 30-second spots in London, Tyne Tees, Yorkshire, Southern and Midlands.

In parallel with the television campaign for Ibcol, the first-ever disinfectant to receive BSI kitemark certification, Jeyes are promoting the product with an on-pack offer of a kite. For £1.25 (plus 25p postage and packing) and the proof of purchase strip, customers will be able to buy a stunt kite which normally sells for around £3.25. The kite has been especially designed for the promotion to carry the slogan "Jeyes Thick Ibcol—BSI Approved".

To coincide with the summer peak buying period for disinfectants and school holidays, stocks of the special offer packs, in all fragrances and both sizes, are now available to the trade. *Jeyes Ltd, Thetford, Norfolk.*

## All Clear on TV

With the sell-in of All Clear completed, the first burst of television advertising for the shampoo is to start on July 9. During summer and autumn £600,000 will be spent on all television stations with a further £600,000 in the following six months. Two 30-second commercials will be shown, the first featuring a girl with greasy hair and the second a man with dry hair. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London.*

## Vitamin C plus

Vitamin C plus rosehip is the latest addition to Health & Diet Food Co's range (50, £1.48). Each tablet supplies 500mg of vitamin C. *Health & Diet Food Co Ltd, Seymour House, 79 High Street, Godalming, Surrey GU7 1AW.*



# CAN ADVERTISING CLEAR DANDRUFF?

Judge for yourself.

Because throughout 1979 we'll be telling 33 million adults that the medical solution to their dandruff problem is Tegrin shampoo. Not a cosmetic treatment.

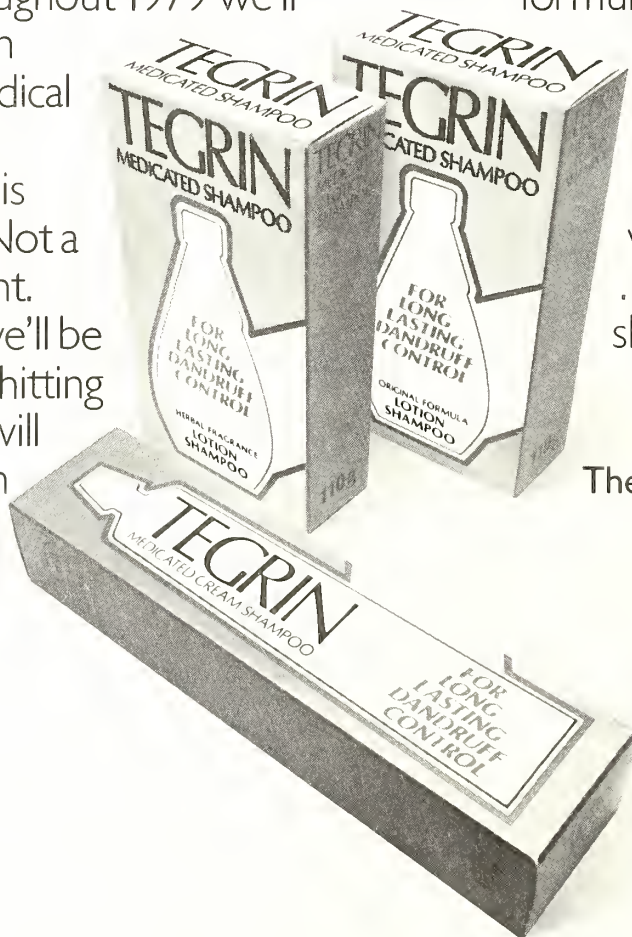
The money we'll be spending on hard-hitting press advertising will explain why Tegrin

is so effective. It has a clinically proven formula of extract of coal tar and allantoin.

With the brighter and better packaging, the campaign for Tegrin won't only clear dandruff ...it'll also clear it off your shelves.

## TEGRIN

The medical solution to dandruff.





# COUNTERPOINTS

## Aveeno bath oil for dry or sunburned skin

A new bath oil, now being introduced to the UK, is said to be ideal for the treatment of dry, sunburned or chapped skin. It is from Cooper Health Products Ltd who market the Aveeno skin care range.

The new product is said to offer 'positive advantages over other bath oils.' It is described as the only bath oil which combines the lubricating properties of mineral oil with the soothing, conditioning benefits of colloidal oatmeal—a medically approved concentrate derived from pure natural oat grain for treating skin conditions.

The colloidal oatmeal in Aveeno bath oil (£2.54) contributes to a more even and better dispersion of the oil in bath water—both hot and tepid. The company says that laboratory tests have demonstrated that Aveeno stays dispersed far longer than other bath oils, ensuring all parts of the body are exposed to the therapeutic benefits of the colloidal oatmeal and oil.

With a pH of six, Aveeno products are said to help maintain the skin's normal acid mantle and preserve the normal skin pH, without drying or irritating. By contrast, most soap products are alkaline and change the skin's normal mildly acid pH to alkaline, weakening the skin's protective mechanism. All the ingredients in Aveeno bath oil are hypo-allergenic



and non-irritating. There are no dyes and the added perfume is mild, making the bath oil a "unisex" product. Used regularly, the company says that the product has soothing properties which offer effective relief to dry or irritated skin, and provides a protective film against moisture loss. *Cooper Health Products Ltd, The Firs, Whitchurch, Aylesbury, Bucks HP22 4JU.*

## Imperial Leather in the Press

Cussons' "new look" Imperial Leather family talcum powder—relaunched towards the end of 1978 in contemporary design high-density polythene packs—is shortly to be the subject of a major consumer Press advertising campaign.

The theme of the advertisement to be used in the campaign is that the well-dressed woman starts dressing with Imperial Leather talcum powder. The advertisement uses the slogan "Cussons Imperial Leather talc—wear a little luxury each day" and features a woman in three stages of dress.

More than £100,000 will be spent in the women's interest Press, including *Woman & Home, She, Family Circle, Good Housekeeping, Cosmopolitan, My Weekly, People's Friend, Women's Realm, Woman's Weekly, Woman's Own* and *TV Times*, on full colour facing editorial pages. The campaign starts in mid-July and will run for six weeks through to end of August. The late summer is a peak period for talcum powder sales prior to the "gift" peak immediately before Christmas.

Cussons are currently test marketing

Imperial Leather family shampoo in the West of Scotland. Packaged in the traditional red, gold, white and black PVC packs the shampoo, which contains a conditioner, is available in two sizes (125ml £0.45, 200ml £0.85). *Cussons Sons & Co Ltd, Kersal Vale, Manchester.*

## Napcolour links with motoring

Napcolour are again linking photography with leisure motoring in a consumer competition with two first prizes of Chrysler Sunbeam cars, five runner up prizes of Custom Corniche luggage and 20 prizes of Kodak Ektra camera outfits. Consumers have to spot the hidden cameras in a drawing of a family arriving at their hotel, and to place in order of importance eight items they should take on holiday. A free entry is allowed with every photographic purchase, two free entries with every purchase of a Photo Service film and three free entries with every film brought to a Napcolour dealer for developing and printing. Every entrant will receive a 50p film processing voucher if their entry is accompanied by a stamped addressed envelope. The voucher can be used during October,

November and December and the full cost of the voucher is borne by Napcolour. A Paris holiday for two in a four star hotel awaits the dealers serving the first prize winners. *Napcolour Laboratories Ltd, 76 Lower Bridge Street, Chester CH1 1RU.*

## New size oil

In response to customer demand, British Cod Liver Oils Ltd are introducing a 300ml—"economy size"—Seven Seas orange syrup and cod liver oil (£1.22). The new size, with side crowner, should be available from mid-July. The company says that although there is no world shortage of cod liver oil, it is now having to import more than 50 per cent of its requirements of oil. A few years ago 148 trawlers a day would leave the ports of Hull and Grimsby whereas now only 24 go out, albeit bigger freezer trawlers. *British Cod Liver Oils Ltd, Marfleet, Hull, North Humberside HU9 5NJ.*

## Panty Pad offer

Lilia-White are promoting Panty Pads with a twelve towel pack for the price of 10. The packs are flashed "Two towels free" and the offer will continue while stocks last. *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.*

## Low pH Steradent

Reckitt Products have developed a low pH denture cleaning tablet to remove tenacious stains and calculus deposits. Called Steradent Deep Clean (£0.49½) it is the culmination of 20 years work in the denture care laboratories, Reckitts say. Samples are being sent to dentists for trials and distribution to patients. *Reckitt Products, Reckitt House, Stoneferry Road, Hull HU8 8DD.*





# COUNTERPOINTS

## £ $\frac{1}{2}$ million promotion for Cow & Gate

Cow & Gate are celebrating 75 years in "the babyfeeding business" with a £500,000 promotional package—twice as big as anything they have done before.

Starting July 23, consumers will be invited to send in C&G labels and pack tops, for each of which C&G will donate 5p to a special incubator fund—up to six incubators, worth £20,000, will be provided if there is sufficient response. This promotion is being supported by Wendy Craig, who will be featured on point-of-sale material, which includes showcard, poster, leaflet and dispenser. Mothers will be invited to nominate the hospital which should benefit from the scheme, and those sending in 50 or more labels or tops will receive a toddler wall chart. The offer ends November 1, with incubators being presented early in December.

Cow & Gate's total product range will be drawn to mothers' attention through a television campaign running nationally until February 1980. Thirty-second spots, over 150 in all, will appear in three bursts—six weeks in July-August and four weeks each in October-November and January. The theme (which is repeated in 1979 baby annual) is that only C&G offer all the foods for a baby's first year, and the company believes that, together with the Wendy Craig promotion, it will increase their market share. *Cow & Gate Ltd, Trowbridge, Wilts BA14 8HZ.*

## Tudor calculator

The Tudor Photographic Group have introduced a "credit card" calculator to their own brand range of products. Its main features include eight digit liquid crystal display, full memory, percentage, square root, plus automatic power-off. The MD 811 (£9.95) is supplied complete with batteries, pouch case and instructions. Quantity discount rates are available. *Tudor Photographic Group Ltd, 30 Oxcgate Lane Industrial Estate, London NW2 7HU.*

## PR bonus

Two bonus offers for Boots PR spray are starting July 16 to the end of August. An offer of 13 for 12 will operate through wholesalers and a 13 for 12 for display when ordered through the sales representative. *Boots Co Ltd, Thane Road, Nottingham NG2 3AA.*

## Fuji guide

Fuji have produced a guide to better photography containing information on

camera operation, explanations of exposure setting, composition and selecting the right film. Cartoon figures and photographs explain in simple terms the basics of good picture taking. The guide is available free but quantities are limited from area representatives or Michael Lane on 0793-26211. *Fujimex Ltd, Hanimex (UK), Faraday Road, Dorcan, Swindon, Wilts SW3 5HW.*

## Melbrosia in small packs

Melbrosia PLD (pour les dames) and Melbrosia for Men, the pollen and royal jelly products, are now available in smaller, carton-type packs. The products are food supplements which provide those vitamins and minerals present in the two ingredients. A 15-day course of capsules costs £3.70 (trade £22.87 for 10 x 15). *Health & Diet Food Company, High Street, Godalming, Surrey.*

## PRESCRIPTION SPECIALITIES

### Gluten-free mix

Cantabread mix (280g, £1.20) has been introduced as a gluten-free food. *Cantassium Co, 225 Putney Bridge Road, London SW15.*

### Pregaday colour

The colouring agent in Pregaday tablets is to be changed to comply with EEC legislation, say Glaxo. An iron oxide pigment will be used changing the colour of the tablets from dark red to brown. *Glaxo Laboratories Ltd, Greenford, Middlesex UB6 0HE.*

### Clearer labels

In response to many inquiries Sandoz Products Ltd have redesigned the ampoule labels for Syntocinon and Syntometrine ampoules so that they are more easily distinguished from each other. *Sandoz Products Ltd, PO Box Horsforth No 4, Calverley Lane, Horsforth, Leeds*

### Pro-Banthine code

As part of an internal rationalisation of products, Searle Laboratories will be discontinuing the code numbers on Pro-Banthine tablets. At present these tablets

are marked with Searle on one side and 601 on the reverse side. This change will take effect when current stocks are exhausted. Pro-Banthine with Dartalan and Pro-Banthine with phenobarbitone tablets will not be affected. *Searle Laboratories, Morpeth, Northumberland.*

## Janssen change

Janssen Pharmaceutical Ltd are removing tartrazine as the colouring agent from their pharmaceutical preparations. The company says that the regulatory authorities in Italy, Sweden and the US have asked for the removal of tartrazine from pharmaceutical preparations on the grounds that it may be an allergen in susceptible patients. Other countries including Belgium are recommending similar action. Products affected in the UK will be: Vermox tablets (changing from pale yellow to pale pink) and suspension (yellow to white); Imodium capsules; Stugeron forte capsules, Orap tablets, Haldol tablets; Droleptan tablets and Reasec tablets. *Janssen Pharmaceutical Ltd, Janssen House, Chapel Street, Marlow, Bucks SL7 1ET.*

## ON TV NEXT WEEK

**Alberto Balsam:** Ln, M, Y, Sc, So, NE, We, B, G

**Alka Seltzer:** All areas

**All Clear:** All areas

**Agfa motor cameras:** All areas

**Amplex antiperspirant:** M, Lc, Y, NE

**Anadin:** All areas

**Bisodol:** Lc, So

**Clairette:** All areas

**Cream Silk:** All areas

**Crest:** All except U, E

**Denim shampoo:** All areas

**Flex shampoo & conditioner:** Ln

**Grecian 2000:** Ln, So, We

**Hedex:** All areas

**Johnson's baby lotion:** All except Ln, WW, E

**Johnson's baby oil:** Sc, WW, So, NE, A, We, G

**Odor Eaters:** All areas

**Oil of Ulay:** All except E, Cl

**Orbit:** All areas

**Pears shampoo:** All areas

**Pure & Simple:** All areas

**Signal:** All areas

**Silvikrin shampoo:** All except E

**Sure:** All areas

**Vitapointe:** Ln, WW, So, A, We, Cl

**Wet Ones:** All areas

**Wondra:** Y, NE



33p

# Few labels have so much thought behind them.

And the right labels come from the right gun.

The Pitney Bowes 1110 Labeller

Every detail of the 1110 is designed for reliability and ease of use.

The case is made of plastic – the shock-resistant kind used in safety helmets.

So although it's extremely light it can take heavy punishment.

Information up to 8 characters is set in seconds. And there's no wasted labels.

Our Dialife printing bands won't stretch or come apart.

Snap-in rollers put ink on the labels, not on you.

Our exclusive security cut label design deters price switching.

The 1110 is unbeatable value. It carries a full two year warranty. And first class after sales service.

Pitney Bowes have the widest range of hand held and table top labelling systems available, in the U.K.

Find out what they can do for you. Just complete the coupon.

## The Pitney Bowes 1110 Labeller.



To Pitney Bowes Marking Systems Ltd,  
Horsecroft Road, The Pinnacles, Harlow,  
Essex CM19 5BH.

Please send me details of the Pitney  
Bowes 1110 ☐ Table top systems ☐

Name \_\_\_\_\_

Address \_\_\_\_\_

Tel: \_\_\_\_\_

No. of employees 1-10 ☐ 11-20 ☐ 20+ ☐

**The mark of reliability**



**Pitney Bowes**  
Marking Systems CD6



# NOW YOU CAN SELL SAVLON AS YOU'VE NEVER SOLD IT BEFORE.



Up to now Savlon has been used mainly as a personal antiseptic. In a tube or in a bottle.

But now you can sell Savlon liquid as a general household disinfectant, too.

Because we've recently repeated our classic award-winning TV campaign, the one which so clearly demonstrates that Savlon can be used all over the house: in the loo, in the bathroom, in the kitchen, everywhere.

It means that a lot more

housewives will find a lot more uses for Savlon. And that when they do they'll use more of it.

The TV campaign, which will run again nationally during July/August, is widely supported by full-page, full-colour press advertising in all the big circulation women's magazines as well. So we expect an unusually heavy demand in the months to come.

We hope you'll be ready for it!



Care Laboratories Limited



# COUNTERPOINTS

## Belle Color relaunched under Garnier name



Belle Color is a familiar name, but now has a new addition, a new look and a new identity. Garnier Laboratories, the French haircare company, made their debut in this country earlier this year with the launch of Réponse de Garnier. Now, Garnier are introducing Belle Color as part of their own range of hair products.

Belle Color (£1.28) has been revamped, whilst still retaining the high quality cream formula and performance, says the company, but there is one new addition to the contents—a sachet of an after colour shampoo, to complement the gentle conditioning action of the cream colourant. This special after-colour shampoo ensures that the colour is actually “locked in” to the hair and leaves each individual hair smooth and shiny to reveal the full beauty of the colour, claims the company.

There are 15 shades to choose from in the new range, as well as new Belle Blonde (£1.39). Belle Blonde prepares the hair for the chosen Belle Color shade so that the hair is light enough for the colourant to produce the intended colour result. It has a cream formula and the same conditioning shampoo, and is recommended to pre-lighten hair before applying any of the blonde shades to dark hair.

New pack designs have been produced for both products featuring the original “head” shots in a new cameo shape. The packs are now slightly larger, to allow for the additional after-colour shampoo sachet, they have a new pink background colour and the house name “Garnier” is strongly represented.

The launch will be supported by a heavyweight advertising campaign in

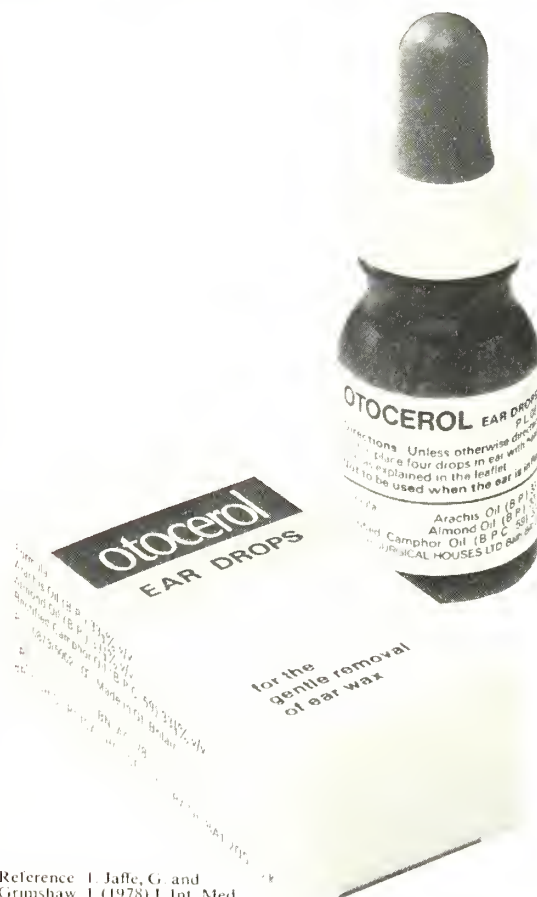
major women's magazines. The campaign will commence in September with a budget of £100,000 and will mark the beginning of a twelve month support programme for Belle Color. A new type of modular tray display system has been devised. It consists of interlocking trays which take slip-in plaques for each shade, together with its own lock of hair. New shade charts will also be available. *Garnier Laboratories, part of L'Oréal (Golden Ltd), Berkeley Square House, Berkeley Square, London W1A 1BX.*

## Econoshave display from Holdwood

Holdwood International have introduced a counter display stand for the Econoshave range. This is available to the trade free of charge with minimum £25 orders (approximately two dozen of each product).

The company are also maintaining the rrp of Nomor Grey at £0.99. The manufacturers are absorbing the VAT increase. The new trade price is £7.25 which the company says maintains full trade margins. *Holdwood International Marketing Group, Guildford Chambers, 54 Cheapside, Luton, Beds LU1 2HN.*

## NEW otocerol... a word you'll be hearing more of...



... because Otocerol will be introduced to the medical profession in June backed by a campaign in the medical press and by full representative activity.

Otocerol has been shown in a clinical trial<sup>1</sup> to be associated with a significant reduction in the number of ear-syringing operations necessary in general practice and to give an overall higher success rate in the treatment of ear-wax problems than the most widely-prescribed ear-wax remover.

Otocerol will be of considerable interest to general practitioners.

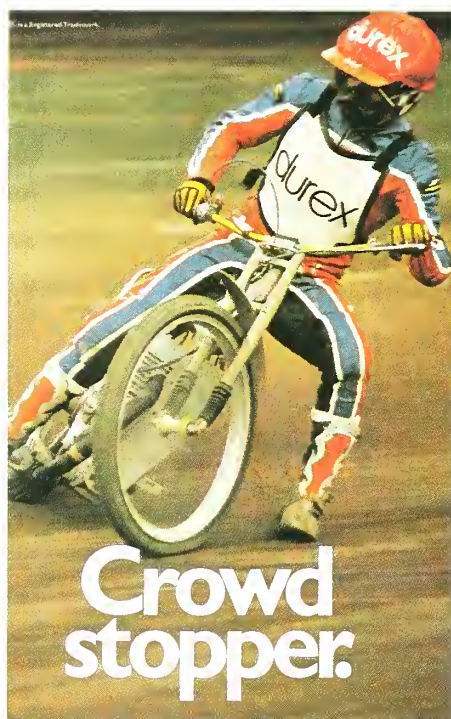
## otocerol for the gentle removal of ear-wax

Reference: 1. Jaffe, G. and Grimshaw, J. (1978) *J. Int. Med.* Res. Vol 6 No 3, p 241-244

Full information available on request from:

British Surgical Houses Ltd., 3 Miles Buildings, Bath BA1 2QS.





# Our crowd stoppers are crowd pullers.

With £80,000 invested in 2,400 nationwide poster sites  
we'll be seen by 88% of adults 29 times.

**durex**

Durex is a registered trademark.



# COUNTERPOINTS

## Today Girl cleansers for oily or combination skins



In September Dendron Ltd are introducing Today Girl (£0.80), a new face cleanser and deep penetrating make-up remover which is specially formulated to help control the problems associated with oily skins.

But the company says that Today Girl has been developed one stage further. In the teenage market 41 per cent of girls claim to have a combination skin and they want a product that is not too harsh on the drier parts of their skin. But 21 per cent of younger girls claim to have an all-over oily skin and need a slightly more astringent cleanser. So Dendron have produced Today Girl in two forms, lemon fresh for oily skins and sweet original for combination skins.

Although the recommended selling price is £0.80, Today Girl is expected to sell at around £0.69 and is available in unbreakable 125ml plastic bottles. It will be advertised in young women's magazines in the autumn and point of sale material will be available. *Dendron Ltd, 94 Rickmansworth Road, Watford, Herts.*

## Kodak titles

This summer the *TV Times*, in association with Kodak, is to run a photographic competition with over 100 prizes. The first prize is a Cunard holiday for four cruising across the Atlantic to the USA on the QE2 and then visiting New York, Philadelphia and Washington, before flying home by British Airways. In addition, the winner will have £1,000 in cash to spend, and one of the latest Kodak instant cameras to record all the highlights of the trip.

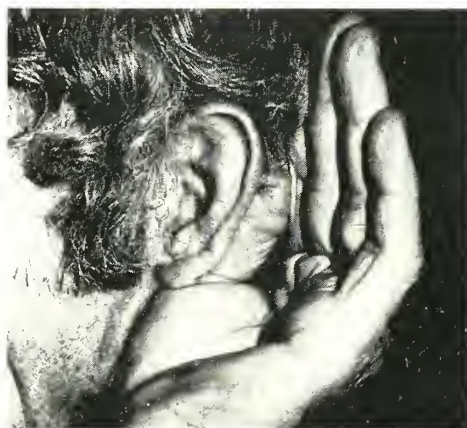
There's a Kodak camera too, for every winner (of which there are more than 100). The competition, with the popular "Snappy Titles" theme, is very simple to enter. All consumers do is take a

colour snap-shot of any subject to illustrate the title of a television programme. The judges will be looking for originality and humour in the title and not just for photographic skill—"so everyone with a sense of humour and a little imagination who can aim and shoot with a camera stands a sporting chance!" says the company. The competition closes on October 2. *Kodak Ltd, PO Box 66, Kodak House, Station Road, Hemel Hempstead, Herts.*

## New fragrance from Spain

Orgia is the name of the latest fragrance from the Spanish firm of Myrurgia. It is described as a "sophisticated blend of natural oils created for the modern woman, a bold sensuous fragrance". The fragrance, designed to "bring him closer . . . and closer" is available in perfume (35ml £16.38, 9ml £7.35) or cologne (100ml £6.55, 50ml £3.55 and 60ml refillable spray £5.30). *Distributors: Creme Simon Ltd, 7 Lauderdale Road, London W9.*

## "PARDON"!



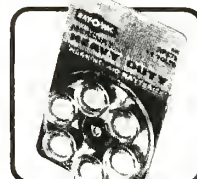
## "I said RAY•O•VAC"...

Is this what you shout to your customers who come into your shop with flat batteries in their hearing aids?

If not, why not?

Ray-O-Vac are pioneers in Button Cell technology, having developed hearing aid batteries to suit all makes of hearing aids. All types come in specially designed 'dial' packs for effective display and easy use by your customers.

For a detailed leaflet and prices contact ESB/Ray-O-Vac.



For longer life packaged power . . .

St. Mary Cray, Orpington, Kent BR5 2ND

Telephone Orpington 27551/5 (5 lines) & 31412 (2 lines)  
Telegrams Eledamic St. Mary Cray Telex 896101



# BUSINESS MATTERS

## Compensation increased

by Paul Hilden\*

Note should be taken of the fact that as from February 1, 1979 the limits of compensation payable under employment protection legislation were raised. For guaranteed payment the limit is now £7.25 per day. It is pointed out that under the guaranteed pay arrangement, in the absence of any agreement giving better terms, this can be claimed by a worker laid off on the basis of a maximum of five days guaranteed pay in any one quarter.

The maximum redundancy payment that can be paid is now £3,300. This would be paid if someone with 20 years service (the maximum allowable for redundancy payments) between the ages of 41 and retirement age is declared redundant. The basis of calculation in this case would be one and a half week's pay for every year of service. This sum would also represent the maximum *basic* award in unfair dismissal cases. In addition, the maximum *compensatory* award for unfair dismissal has been raised from £5,200 to £5,750. This, too, will be the maximum sum that can be awarded for cases under the sex discrimination and race discrimination legislation. Only in the case of redundancy payments can any money be recovered from central funds. An employer can claim back 41 per cent of any legitimate payment made under the legislation.

### Discrimination

A number of inquiries have arisen in connection with the sex discrimination laws now in existence. The main query seems to be, "Are there any circumstances where you are entitled to discriminate on grounds of sex when you are taking on a new employee?"

Perhaps the first important point is to note that if you employ fewer than six people, then the sex discrimination laws do not apply (with the one exception where you victimise somebody already in your employment on grounds of their sex). In other words, you can decide (if your employees are below six) to employ a woman instead of a man, or vice versa, without any fear of breaking the law. If, however, you employ over five people (whether part-time or full-time), then the law applies quite strictly.

But, there are one or two other exceptions to the general rule. For example, you can insist on an employee of a particular sex on the grounds that the privacy of individuals might be affected. To take the classic case, you would be quite in order to insist on a woman employee for a women's cloakroom attendant and a man for a men's cloakroom.

However, the law can act quite strictly even in this area. For example, in a recent case a men's clothing store selling trousers turned down a woman applicant for a job as a sales assistant on the grounds that a sales assistant might on occasions be obliged to measure a man's inside leg and this could prove embarrassing. The tribunal hearing the case decided that this was discrimination on the grounds that there was no evidence that men customers would object to this and second, that if necessary a male assistant could be called upon to perform this task. One therefore has to exercise the greatest care in operating discrimination on these grounds.

Discrimination on grounds of sex can take place where the job concerned can only be performed by a person of a particular sex. The obvious examples that spring to mind are where a woman is required to model women's clothes or where a man is wanted to perform a similar task. Finally, there are areas where the law forbids a woman to be employed—such as working at a coal face. In these circumstances discrimination is permissible.

Apart from these exceptions, compensation may have to be paid if an Industrial Tribunal decides that discrimination has taken place. Similar principles apply in respect of both promotion opportunities and the conditions of service enjoyed by the employee. It is also not permissible in these areas to discriminate against a person on grounds of sex. Remember that although sex discrimination has always been talked about as discrimination against women, it also applies to discrimination against men.

### Equal pay

Some businesses employ people on both a full-time and a part-time basis. If men and women full-time workers are doing the same work they must be given the same rate of pay. However, if you have a situation where a man is a full-time worker on an hourly rate of pay and a woman on similar work is a part-time employee on an hourly rate of pay, it is not a breach of the Equal Pay Act to pay the woman at the lesser hourly rate.

### 'Half-test' goes

Older women employees may wish to stay on in employment because, for one reason or another, they do not qualify for a pension in their own right at age 60. This is particularly true of married women. From April 6, 1979 an important change in the National Insurance pension regulations took place that entitled tens of thousands of married

women to a pension in their own right. Up to that date, one of the regulations barring entitlement to a pension was the notorious "half-test" which said that married women must have paid the higher rate of National Insurance contribution for at least half the period from the date of their marriage until age 60. This rule has now been abolished and the attention of the older married women employees might be drawn to this. They should, however, be advised to check their position with the local social security office before taking any irrevocable steps in relation to their retirement since there are other conditions which they have to fulfil before obtaining a pension in their own right.

### Maternity payments

A point has arisen in respect of maternity payments to all employers with women staff. As is known, a woman who has worked for an employer for two years can claim maternity pay for six weeks when she is having her baby. This can be recovered by the employer from the central Maternity Fund. However, she will only be able to recover this sum if the woman works up to the eleventh week before the expected date of confinement (as certified by a hospital, doctor or midwife).

### Health & safety

Problems have arisen concerning an employer's rights in dismissing an employee for a breach of safety without prior warning. Are these dismissals fair? As a result of a Court of Appeal decision, it would appear that the position is that it is fair dismissal where the consequences of a breach of safety are so disastrous that an employer would be justified in dismissing the employee without a warning (eg, taking matches down a coalmine, lighting a cigarette in a chemical factory area with danger of explosion). In other cases either the employee would have to be told in advance that a breach of safety would lead to dismissal or for minor breaches a warning would be necessary beforehand to make the dismissal fair.

The number of enforcement notices under health and safety legislation are increasing. These notices require an employer to carry out certain directions relating to health and safety given by the enforcement officers. If any employer disagrees with what he has been told to do he can appeal to an Industrial Tribunal.

The responsibility for safety when outside contractors are called in can cause confusion. The position is that the outside contractor who holds himself out to be competent at his job is responsible for the health and safety of his own employees in connection with the work they are doing. However the occupier of the premises is responsible to see that the premises on which the contractor comes are safe and to ensure that the contractor is warned about any dangers that may exist.

\*Pen name of a barrister



# *Christmas gifts*



**PHILIPS**

**Now's  
the time to look forward  
to a Philips Christmas.  
(AT LEAST OVER THE PAGE).**





# Now's the time to order Electrical Appliances

(AND LOOK FORWARD TO EMPTY SHELVES).

By now, you'll have discovered that Philips Electrical Appliances have a habit of disappearing off your shelves every Christmas.

This year won't be any exception.

Because, with even more advertising support behind them, Philips Electrical Appliances will be in greater demand than ever.

So order now in good time.

And make sure your shelves are empty again this Christmas.

Simply years ahead.





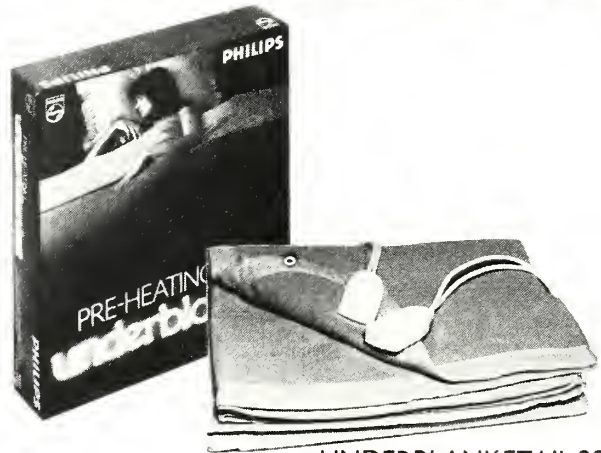


PHILIP HEALTH LAMP HP 3609



PHILISHAVE  
EXCLUSIVE HP 1130

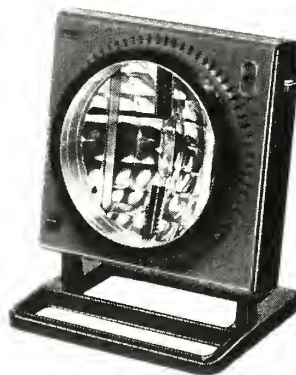
# Philips ences.



UNDERBLANKET HL 2254 P



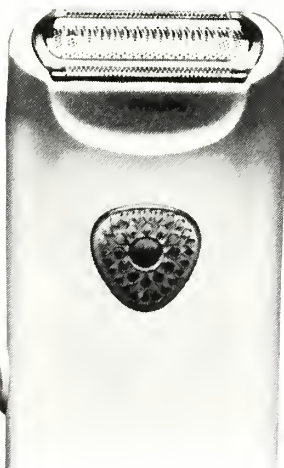
COMPACT HAIRDRIERS 800W HP 4218 1200W HP 4215



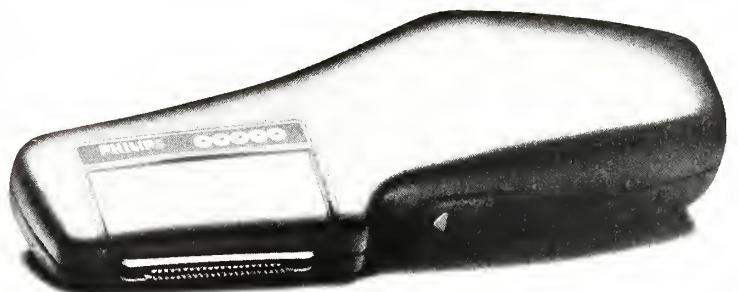
ULTRAPHIL SPECIAL  
SUNLAMP HP 3114



ULTRAPHIL DE LUXE  
SUNLAMP HP 3115



PHILISHAVE SPECIAL HP 2115



HOMETRIM HP 2504



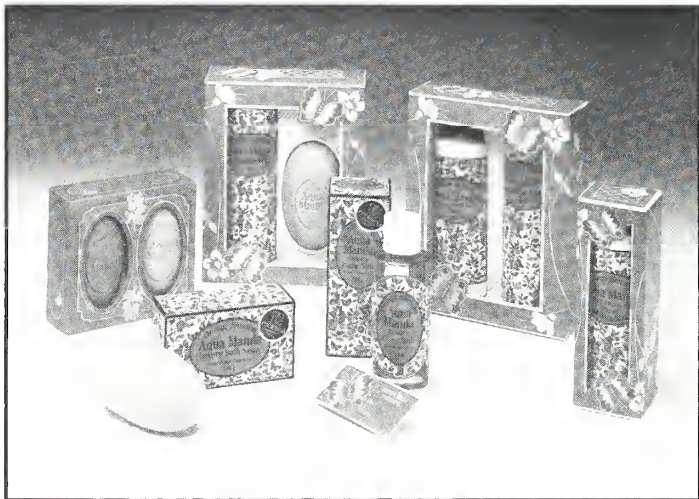
# Christmas gifts



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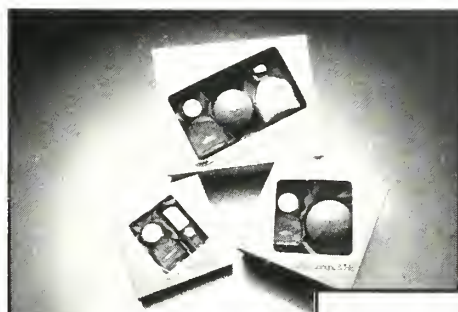
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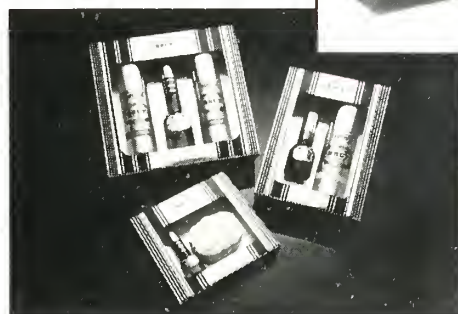
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1&2. **4711**—A selection of 4711 lines in distinctive Christmas packaging (£1.45-£2.49). Many packs have an after use and can be refilled

3. **Goya**—The Aqua Manda range for Christmas including the new creme bath and bath soap products (£0.80-£1.86)

4, 5, 6&7. **Fabergé**—Babe, Cavale, Brut and Macho gift sets (£2.25-£27.50)

8. **Taylor of London**—English rose, English violet and lily of the valley fragrances in 112cc glass bottles (£6.50)

9. **Elida Gibbs**—Christmas gift packs of the men's fragrance, Denim (from £2.08-£4.72)

10. **Richardson Merrell**—Ulay gift pack (£2.80) containing Oil of Ulay and Ulay Night Care



# ‘Taken 8 Herbes of Sciencyfick goodnes to Ladyes Skynnnes and ye shal gaynen mucche gold as thogh by magick.’\*

\*Bodykin Herbal Foam Baths have been formulated to the ancient apothecaries' recipes.

To care and pamper women's bodies.

And this Christmas, Bodykin will be heavily promoted, to make Bodykin highly visible, desirable and the ideal gift for any woman.

Stock early and you'll discover that there is still a lot of magick in Christmas.

Magic that will make big profits.



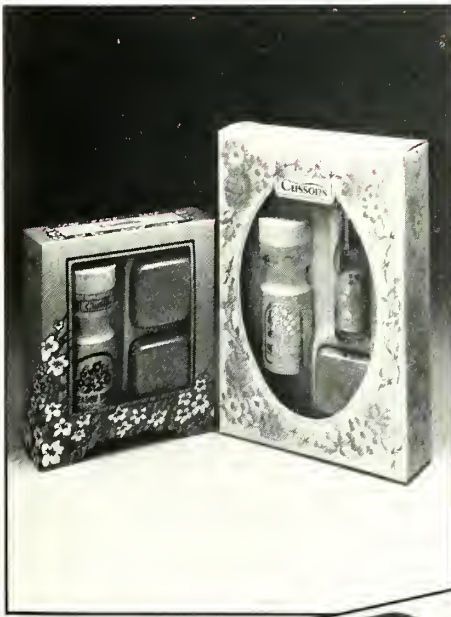
## BODYKIN HERBAL FOAM BATHS

Bayer UK Limited, Consumer Products Group, Haywards Heath, West Sussex RH16 1TP Tel: 0444 57911



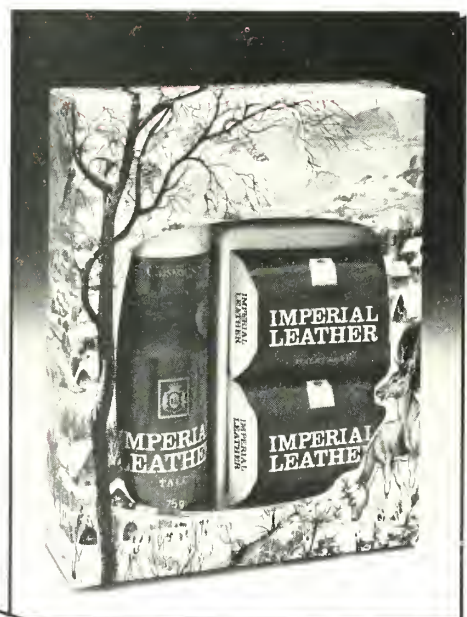


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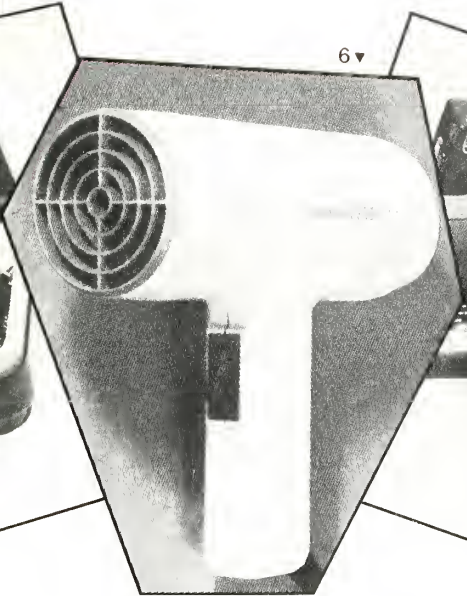
1. **Goya**—Zendiq products for the “all-over man” (£1.25-£5.27)  
2&3. **Cussons**—Meadow Sweet and Dawn Orchid gift sets (£1.60-£2.15) and Cussons Imperial Leather talc and soap (£0.99)  
4, 5&6. **Philips**—The Philishave de luxe, type HP 1133, the new compact 800w hairdrier, type HP4218 and the recently repackaged underblankets all make useful Christmas gifts



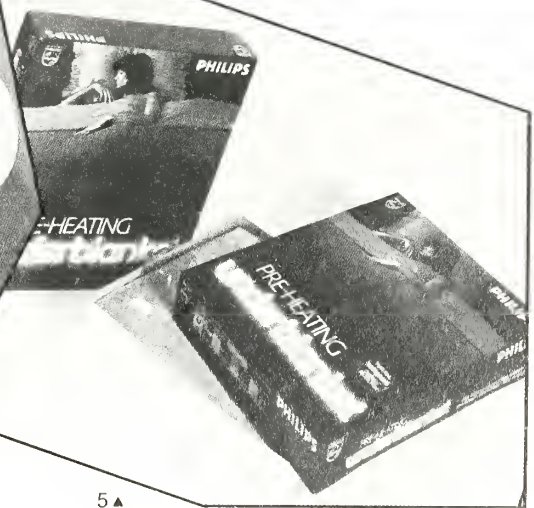
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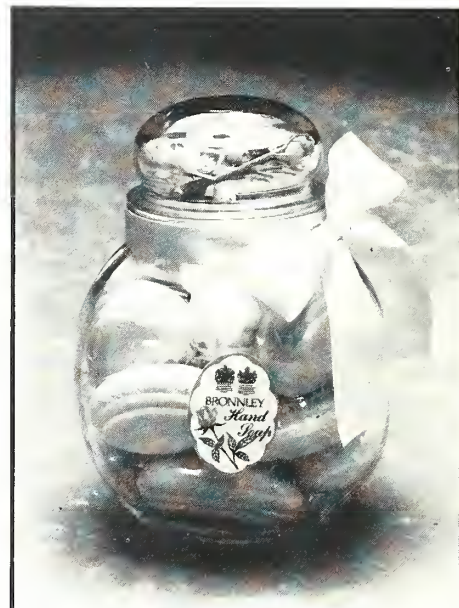


# Christmas gifts



1 ▲

1. **Revlon**—The original Charlie monkey and new Charlie teddy bear with concentrated eau de cologne spray (£7.95 and £9.95 respectively), also pictured are the Charlie Apple and new Teddy Bear necklace with solid perfume (£4.45)
2. **Bronnley**—Jumbo bathroom jar filled with Bronnley soaps with almond oil in different fragrances. The jar has a rose-filled lid
3. **Revlon**—Jontue bath crystals and solid perfume in porcelain and the Jontue fragranced candle (£3.75-£4.95)
4. **Elizabeth Arden**—Chinoiserie candles in Blue Grass (£8.50) and Memoire Cherie (£9.50)
5. **LRC Products**—Camberwick Green toiletries gift packs (£1.25-£1.63) with cut-out cardboard characters and clothes



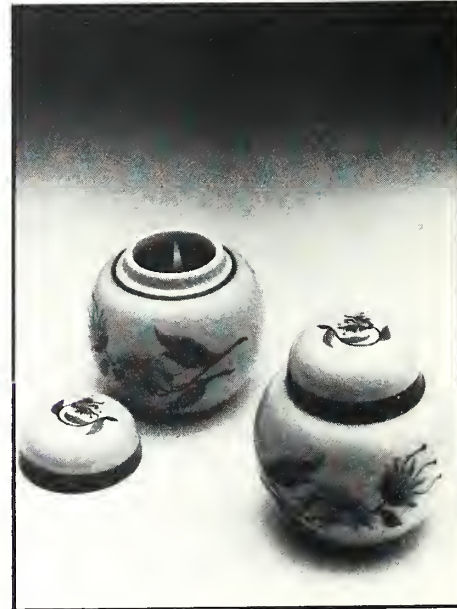
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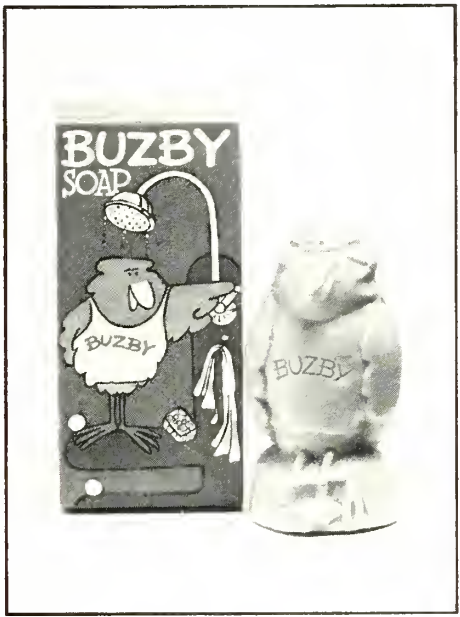
▼ 4







- 1. **Fassett & Johnson**—Buzby soap (£0.49)
- 2. **Fabergé**—Greedy Pig soap (£2.25)
- 3. **Eylure**—Tabac Original gift packs, some individually sleeved (£0.95), others multi-product sets (£2.45-£4.85) and a zippered travel case (£9.75)
- 4. **Bronnley**—A new introduction for Christmas, see-through packs containing one tablet of lavender or herb soap with matching flower sprigged cotton sachet of herbs
- 5. **Jica**—Presentation box of Rancé soaps, distributed by Jica
- 6. **Elizabeth Arden**—Blue Grass set (£13.50)



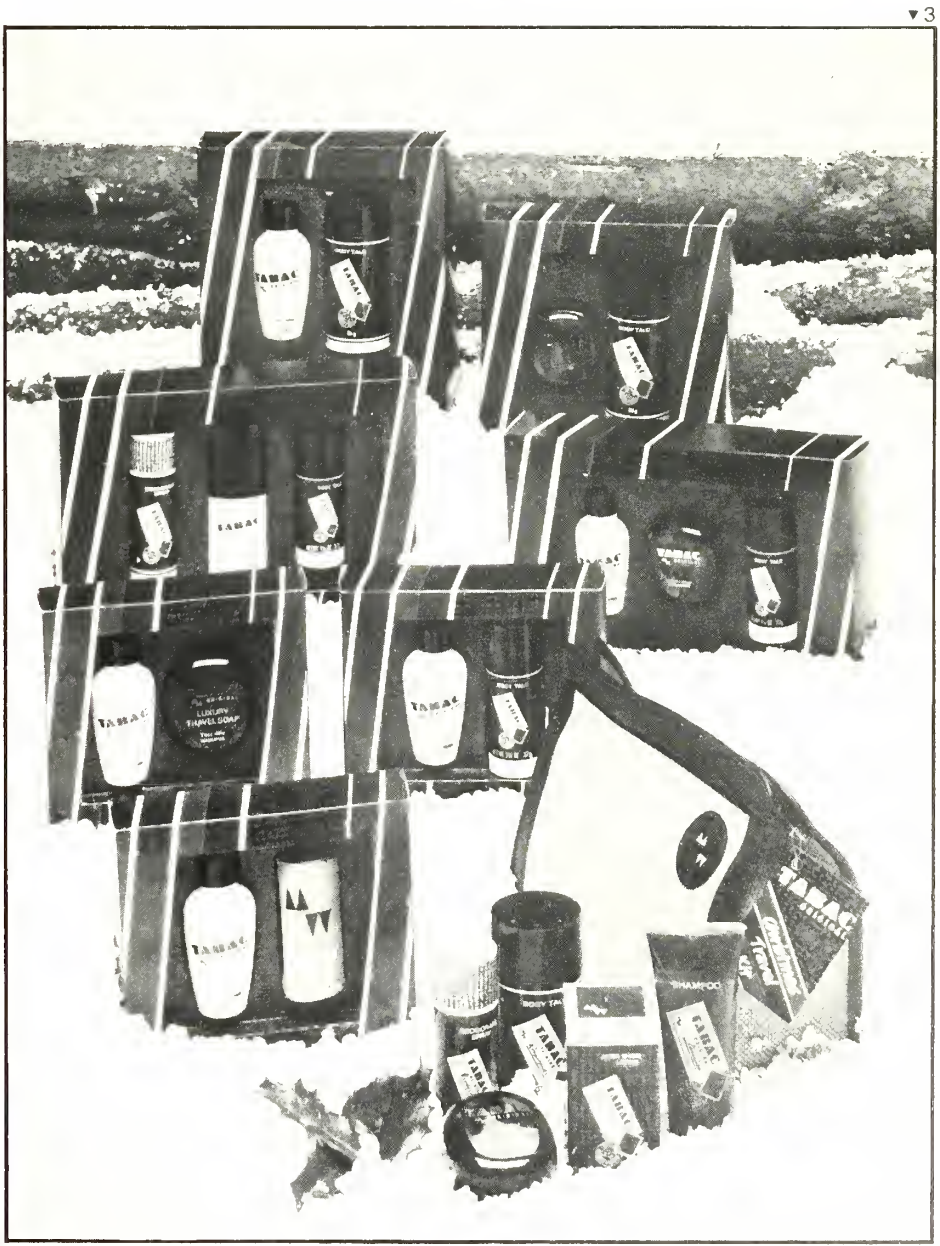
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# The new Cussons



## Stocking fillers to

This is the brand new Cussons gift range, beautifully designed for Christmas '79.

There's something in it for everyone; the Imperial Leather sets for men and women, the

Prestige and Budget sets for women and girls, offering talcum powder, toilet soap, cologne and bath essence in various fragrances both in gift set packs and in individual packs, and the



# Christmas range.



# Fill your pockets.

novelty sets for men and boys.  
And there's a lot in it for  
you too. After all, stocking a range  
of products with a nationwide  
reputation for quality just can't be  
bad for business.

So contact your Cussons  
salesman and place your orders now.

The new Cussons gift range.  
It makes the bathroom a good place  
to celebrate  
Christmas in.

## Cussons





Lots and lots and lots and lots of great gifts from the Goya Christmas Catalogue



# Christmas gifts



1 ▲



2 ▲

▼ 3

1&2. **Houbigant**—The range of Essence Rare gift sets has been increased (£4.15-£7.60) and Monsieur Houbigant Musk given a smart new pack (up to £10.50)

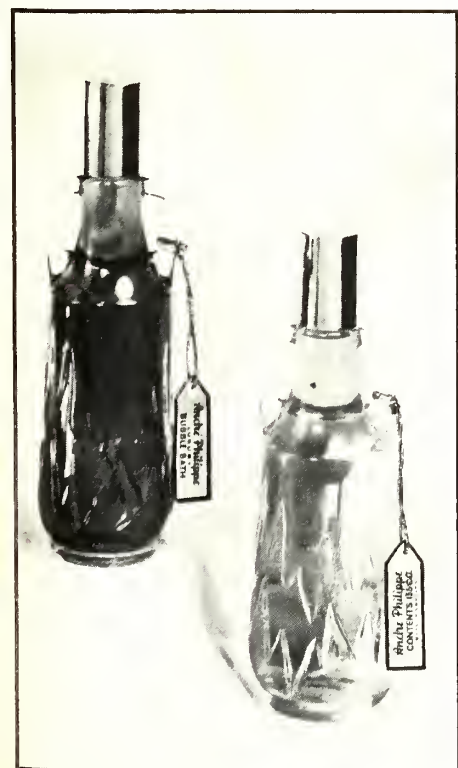
3. **Lancôme**—Magie Noire, the latest fragrance from Lancôme (£2.30-£4)

4. **Andre Philippe**—Europa bottle bubble bath and cologne (£0.65 each) are new this year

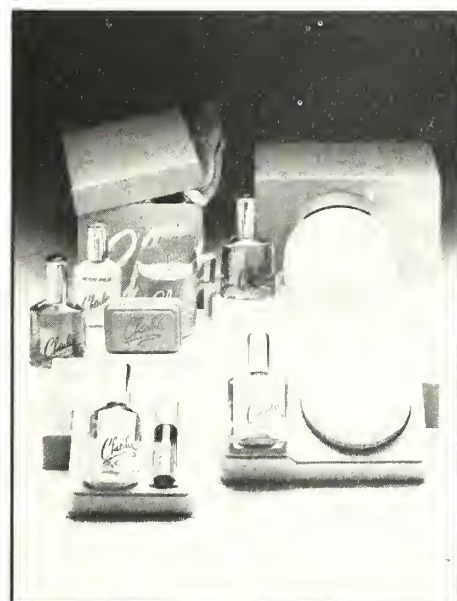
5&6. **Revlon**—Boxed Charlie gift sets (£2.35-£8.95) and three French fragrances from Balmain, Vent Vert, Jolie Madame and Miss Balmain complete Revlon's portfolio (up to £17.50).



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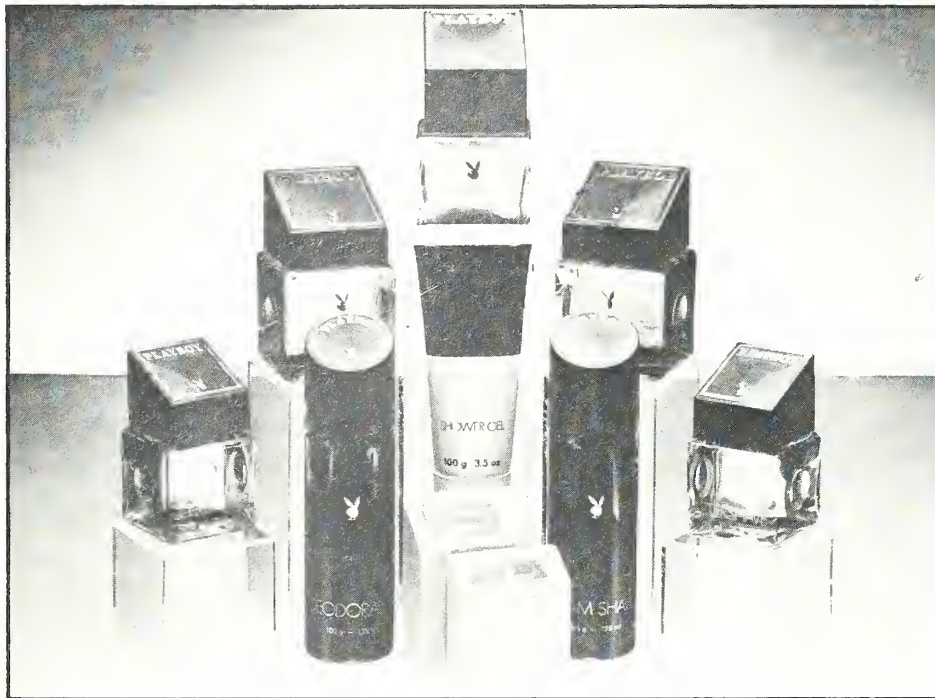


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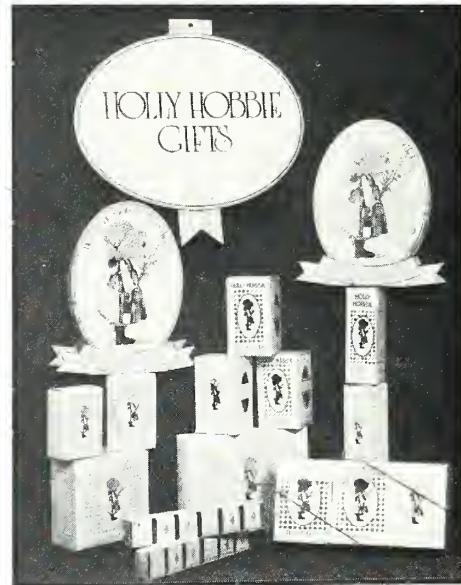




# Christmas gifts



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1. **Fassett & Johnson**—The recently launched Playboy range of toiletries (£2.95-£8.95)
2. **Columbia Products**—Holly Hobbie gift range (£0.49-£2.65)
3. **Jackel**—Lady Manhattan and Fields gift packs (£0.79-£2.95)
4. **Lancôme**—O de Lancôme double concentration spray (42g £2.55)
5. **Mary Quant**—Christmas coffrets in attractive and re-usable boxes (£1.50-£20)
- 6, 7 & 8. **Yardley**—Traditional Lavender eye-catchers in new presentations (£2.05-£3.95), Intrigue, 5 am and Je Suis perfume packs need no extra wrapping (£5.45-£10.50), neither do Laughter and Chique fun drums (£4.65-£5.99)
9. **Dana**—Included in the Tabu range this year are the de luxe bath soap, a coffret containing puffer talc and cologne spray and a metered perfume spray.
10. **Goya**—The four classic Goya perfume sprays, Gardenia, Black Rose, Piquant and No 5, packed in "angel" boxes (£0.90 each) and the perfume essence in "snow boots" which can be hung from a Christmas tree (£1.06)



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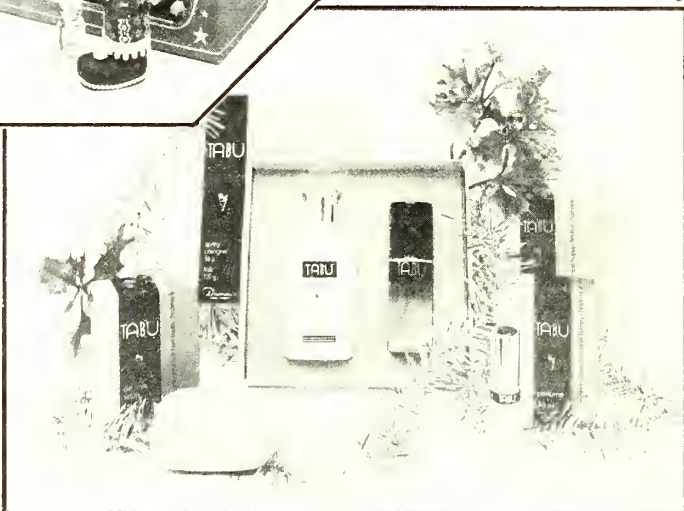


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## Key to manufacturers

4711, Cologne Perfumery Ltd, Telford Road, Basingstoke, Hants; Andre Philippe Ltd, 71 Gowan Avenue, London SW6 6RJ; H. Bronnley & Co Ltd, 10 Conduit Street, London W1R 0BR; Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Isle of Wight; Cussons Sons & Co Ltd, Kersal Vale, Manchester M7 0GL; Dana Perfumes Ltd, 7 Conduit Street, London W1R 9TG; Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY; Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE; Eylure Ltd, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Gwent; Fabergé Inc, Ridgeway, Iver, Bucks; Fassett & Johnson Ltd, New Road, Winsford, Cheshire CW7 2NX; Goya International Ltd, Badminton Court, Amersham, Bucks HP7 0DE; Houbigant Ltd, Balcombe Road, Horley, Surrey; Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG; Jica Products Ltd, Dockett Eddy, Chertsey, Surrey; Lancôme (England) Ltd, 14 Grosvenor Street, London W1X 0AD; LRC Products Ltd, Sanitas House, Stockwell Green, London SW9 9JJ; Mary Quant distributed by Smith & Nephew Cosmetics Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey KT6 7LU; Philips Electrical Ltd, City House, 420 London Road, Croydon, Surrey CR9 3QR; Revlon International Corporation, 86 Brook Street, London W1Y 2BA; Richardson Merrell Ltd, 20 Queensmere, Slough, Berks SL1 1YY; Taylor of London, The Dean, Alresford, Hants; Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP.





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# London Group proposes new NHS contract

*After six months of deliberation the London Group Pharmaceutical Executive working party has produced proposals for a new NHS contract. The suggestions include ingredient cost calculated and applied as at present with a parallel survey to check validity of discounting a 10 per cent on-cost and on containers, and an establishment allowance of £4,500 per annum for pharmacies dispensing over 1,000 items, with a graduated dispensing fee. The subcommittee comprised five pharmacists including a multiple employee, a trade unionist, an administrator and private contractors. The report is as follows:—*

It will be common knowledge that pharmacists are concerned about the rate of closure of pharmacies and are equally apprehensive about the financial return on the NHS contract in commercial terms and consequently frustrated in terms of job fulfilment. Our group has felt for a long time that the Department of Health has not understood the problems of the individual contractor, was unwilling to change its somewhat academic and basic thinking and as a result the piecemeal approach which had developed over the past few years, to a certain extent initiated by frustration on both sides, has helped in the long term neither the pharmacist nor the Department. It has led to stop-gap expedients indicative of muddled thinking. Further it is felt that the Pharmaceutical Services Negotiating Committee, only too conscious of the growing public frustration, has turned itself around in a whirl-a-gig of window dressing efforts.

The present state of affairs must be resolved quickly if any goodwill is to be retained and with this paramount consideration in mind we have evolved a new approach to a payment review which can be put into effect with a minimum of delay, one which is demonstrably commercially sound and must appear reasonable in the context of current economic conditions.

At the outset of our discussions it was felt that three major factors had to be considered, which affected the thinking of the PSNC, pharmacists in general (and we assume the Department) and we concluded they would have a major influence on determining the parameters of any settlement. The factors were rational location of pharmaceutical services, personalised contract for each set of premises, and the acceptance of the place of the pharmacist in the primary health care team.

## **Rational location**

Some form of legislation would have to be introduced to rationalise the location of pharmacies and currently the extent and method of such an operation is by no means clearly understood, nor are its implications appreciated. Legislation is normally achieved by consent and usually by a majority. We feel in the current climate of opinion that it is not a majority view and in any event discussion and decision would so long be

delayed that its effect on the present situation must be totally discounted.

## **Personalised contract**

A personalised contract for each set of premises would be the ideal situation representing full re-imbursement of "agreed" fixed overhead costs and possibly variable costs also. But despite somewhat glib talk of computerisation, the setting up and writing of a maintenance programme would probably absorb a minimum of three years input and would be extremely costly. Whilst we applaud the basic concept in principle and feel a pilot study should be undertaken, the outcome cannot affect decisions arising from the current situation.

## **Primary health care team**

The concept of a primary health care team is of comparatively recent origin in official circles but it has been extant in communities unofficially for many years, dating from the time when written or oral messages for or from the district nurses were left in pharmacies for onward transmission. The pharmacist is looked upon by the community as a source of information and advice, his premises are known and positioned and maintained partly for that purpose, side by side with his dispensing and other activities. In effect by a sliding on-cost the present contract acknowledges that in part. We feel that a positive decision should be taken to acknowledge the place of the pharmacist and the pharmacy in that field and to this end we have incorporated in our proposals an establishment allowance.

## **Background considerations**

Before quantifying our precise proposals there are two basic conditions which will have to be satisfied in the outcome before a change in the contract payment will be universally satisfactory and acceptable (or nearly so). The first is that the average business will receive remuneration that appears to be fair and secondly that normal standards of commercial viability can be applied to the outcome and seen to be correct. Whilst across any group of ventures carrying on the same type of business there will be variations, it must be common ground that in the retail sector—and that is what pharmacy is as an industry—viability can be measured by

the surplus arising on the trading account. Calling it net, profit and surplus doesn't affect the fact that it can be roughly defined as the sum that is left after paying all those expenses (and only those expenses) including proper labour charges relative to the trading that is being carried on, such payment being made out of the gross profit arising from such trading. In the normal course of events such a sum can be expressed as a percentage of turnover which varies according to the sector of industry or commerce but in the type of business in which we are involved a range of 5 to 7 per cent would be considered reasonable and in inflationary days necessary.

This sum or percentage which is weighted for the inherent risk of the venture should in logic allow for the renewal of the assets of the business plus the reward of the capital invested (not only historical pounds sterling in the balance sheet but also the abilities of the proprietors) and allow for prudent reserves. If the various factors requiring costing inquiries and the parameters affecting re-imbursement are correctly set then the outcome itself, that is, trading surplus, should be automatically within tolerable and acceptable limits and no specific sum should need to be added for profit. It will be seen that our proposals meet these basic conditions.

## **Pharmaceutical remuneration**

We turn now to the consideration of the remuneration and re-imbursement of the pharmacist and pharmacy—or the terms of the contract as it is generally known. There has been a lot of discussion and many points of view expressed regarding the desirability of this or that method, introducing such and such a standard or percentage and there is no doubt that whatever is proposed will not be acceptable to all and may indeed be unfair in some marginal cases. What must be accepted is the necessity of presenting an equitable solution to the average, a solution that can be demonstrated to show a "commercial" profit, and increased return for increased efficiency and finally a solution that is more easily understood by the majority of those ordinary people who earn part of their bread and butter from the supply of the medical needs of the population.

First it is necessary to define the items that require re-imbursement, then to outline the method by which we propose they should be treated and finally to try to quantify that treatment on a model accounts basis. The items are—cost of drugs and ingredients, cost of containers, overhead expenses including both fixed and variable costs other than labour, labour costs including the pharmacist's (proprietor pharmacist) salaries and those of dispensers, and trading surplus or profit.

## **Drugs and containers**

Drugs and containers are at present reimbursed on the basis of paying for the

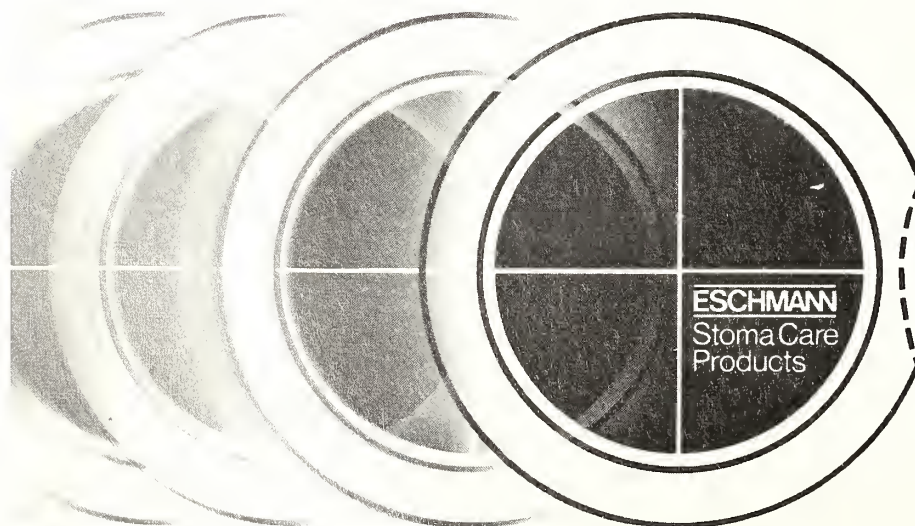
*Continued on p39*



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# New contract suggestions

Continued from p37

basic cost in each case as established by an on-going review of the manufacturer or wholesaler's prices. Subsequently a discount is normally deducted from the drug costs in the case of contractors dispensing 1,500 items upwards per month, the discount being calculated upon a sample inquiry. Such a method or reimbursement must be the only acceptable one, subject to the accuracy of the various processes.

Parallel vetting of prescription pricing is carried out but it is felt that a separate technique for the calculation of the discounting procedures should be introduced by the PSNC. As subsequently an on-cost is applied to the ingredient cost, the container cost should be aggregated with the ingredient cost and be subject to the same on-cost.

The present method for overheads is partly responsible for shortfall in the trading surplus and we propose that an overall 10 per cent on-cost should be applied to the ingredient and container cost and this helps as shown in table 2 to redress the present unfavourable end position.

### Labour costs

There are two distinct elements: first a recognition, as we have said earlier, of the place of the pharmacist in the primary health care team and second, "rewarding" the business for providing a basic service of being there for the contractual hours whether or not any commercial profit is obtained. It should be recognised that all premises doing 1,000 plus items per month should be considered as contributing a vital service to the community and should receive an annual "establishment allowance" of £4,500, which will produce a position of break-even at this point of NHS turnover. It is recognised that the essential small pharmacies scheme is a necessary requirement of the NHS and it may be that it will be found by FPC's that it is likewise necessary to "subsidise" other

pharmacies doing fewer than 1,000 items per month in specific areas and provision should be made for this.

Table 1 shows the true calculation of the cost of employing a pharmacist and a dispenser at December 78 rates. No allowance has been made for sick leave or pensions and in the output calculation even the traditional tea break has been ignored. However, these labour costs have been applied to the trading accounts in table 2 on the basis of an item dispensing fee of 50p per item for one to 999 per month, and thereafter 25p per

Table 1.	
Salary calculations (December 1978 prices)	
Pharmacist	£
Salary	7,000
NI 13.5 per cent	945
6 weeks' locum (holiday and training courses)	917
7000+945	
52	×
46 × half days	7945
52	×
	4.6
	703
	9,565
Monthly cost	797
Dispenser	£
Salary	3,500
NI 13.5 per cent	472
4 weeks' locum	306
48 half days	367
	4,645
Monthly cost	387
Contract hours of service	
Five days 9 am-5.30 pm and one day 9 am-1 pm	
Allowing one hour for lunch=41½ hours per week	
Dispensing output (rate)	
Script items	6 minutes each
	10 per hour
	415 per week
415 × 52	
12	= 1,798 per average month

item up to 3,600 per month (the combined output of two staff) and thereafter on the assumption that two pharmacists will be employed, the fee will go up to 35p per item (in this example the basic salary of the second pharmacist has been charged at £6,500 pa).

Table 2.				
Projected trading accounts				
Number of items dispensed per month	1000	2800	3596	5000
Drug cost				
including container	1770	4956	6365	8850
On-cost 10 per cent	177	496	636	885
Establishment allowance	375	375	375	375
Fees	500	950	1149	1640
Total turnover	2822	6777	8525	11750
Cash gross profit	1052	1821	2160	2900
Percentage gross profit	37.28	26.87	25.34	24.68
Overheads	286	286	313	352
Staff costs	797	1184	1184	1925
Total costs	1083	1470	1497	2277
Cash trading surplus	[31]	351	663	623
Percentage trading surplus	[1.10]	5.18	7.78	5.30
Staff employed	1 pharmacist	1 pharmacist 1 dispenser	1 pharmacist 1 dispenser	2 pharmacists 1 dispenser
Average labour cost per item	79.71p	42.29p	32.93p	40.30p

### Trading accounts

To illustrate the effect of these proposals we have prepared simple trading accounts over a range of dispensing activity ranging from 1,000 items per month via 2,800 per month (the so called average) and 3,596 (where the staff of two should be optimally employed) to 5,000, an example of one of the upper groups. We have applied an overhead cost figure which is the same for both lower activity samples (that is 1,000 and 2,800 per month) but rises in the variable cost content for the higher rate activity.

The important thing to note from these examples is that the percentage trading surplus now shows a reasonable range of between 5.18 per cent and 7.78 per cent obviously depending on the fullest utilisation of the staff employed. Further extrapolations of different activity rates will underline this reasonable outcome.

### Activity sampling

One further point is the decision on the time for dispensing an average item or perhaps more significantly the true labour cost at actual salary levels. Here we find it difficult to establish realistic comparisons. However, by courtesy of a hospital colleague we were able to study a Department of Health audit report of high pharmacy costs, Kings College Hospital, November 1978. In this the labour cost per item of HP10's was assessed on the basis that dispensing was done by a basic grade pharmacist.

Salary scale	4395
London weighting	374
15 per cent for NI etc	715
	5484

Using this figure of annual cost for a working week of 39 hours and four weeks holiday the labour cost per item established in the report came out at 32p compared to the 24.3p that we currently receive. When we inquired how many basic grade pharmacists were employed at that salary we were told none as the scale was completely out of touch and they were unable to fill vacancies.

It will be seen from the average labour cost per item in table 2 that the relevant figure for comparison is 32.93p based upon our proposed salary scales which were at least realistic in December 78. If the corresponding figure established in the cost inquiry mentioned is uplifted to our proposed salary levels under the 3,596 item rate then the hospital item cost becomes 41.45p. As it would undoubtedly be true that hospital overheads both fixed and variable would prove to be higher than those in general practice then the foregoing comparisons are significant in comparative costing.

The members of the subcommittee were:—chairman Mr E. G. Smith, Lambeth, Southwark & Lewisham LPC, Mr H. J. Bowrey, Camden and Islington LPC, Mr S. Blum, Kensington, Chelsea & Westminster LPC, Mr J. G. Iles, and Mr G. Noden, London Group Pharmaceutical Executive.



# LETTERS

## Confidence in PPA sadly shaken

Contractors' confidence in the Prescription Pricing Authority has been sadly shaken by the disclosure (*C&D* June 30, p1000) that no fewer than 44 of us in London, Kent and Sussex have been underpaid in one month alone by amounts of up to £1,000. The really disturbing feature of the situation is the fact that a number of FP10s were "lost," and the system used by the PPA was not sufficient to detect the disappearance of a large number of forms.

Some years ago the Pricing Bureau used to carry out a preliminary count of forms/items before any pricing was done; they notified us of any discrepancies between their count and our submitted figures. Contractors' confidence could perhaps be restored if the PPA were routinely to conduct such a preliminary count, notifying all of us immediately of the result. The numbers finally priced could then be compared with the original count by, and to the satisfaction of, both parties.

**John Iles**

Chairman, London Group Executive  
London N1

Our report did state that PPA is strengthening its security. PSNC has already put a similar proposal to PPA, suggesting notification when the discrepancy is 50 or more prescriptions (*C&D* June 23, p948)—Editor.

## CD cabinet costs

Xrayser is quite right to raise again the problem of CD cabinets. The cost to chemists must be enormous, not only in stolen drugs but in the cost of break-ins and consequent increased insurance premiums and/or security systems. I myself had two break-ins within a month recently, the second was abortive, but the cost to the insurance company was about £200. I expect my premium will rise next time!

My answer to the problem is not to keep CDs in stock. They are rarely called for these days and original packs can be obtained within a couple of hours. If chemists only bought as required against a definite prescription, for an OP collected by the patient at an agreed time to avoid storage, the CD box would be superfluous.

The trouble is that the addicts don't find out we don't keep them until they've broken in to look! I suggest we all stop keeping stocks as a matter of professional policy and publicise the policy.

**G. H. Bullous**

Newcastle upon Tyne

## Calm acceptance

I heartily agree with Mr Alan Smith's remarks about the "self-defeating" contract we have carried for 15 years. (*C&D* June 23, p948). I spoke against this con-

tract at a meeting to launch it (having prepared costing which has subsequently been proved right) but was literally laughed down and outvoted by my near-sighted colleagues.

I cannot understand my profession. We call ourselves businessmen—a fact that is constantly thrown back at us—yet we accept these conditions and rates of pay. If they were transferred to the shop part of the business we would soon be in "Queer Street."

We are basically masochists—we don't care if a colleague closes down; we don't mind if a health centre is in the wrong place; we don't mind above all doing more work for less money. We don't mind being the "black-legs" of the working part of the country—because no other organised group of people would put up with the nonsenses the leaders of the PSGB, PSNC (or any other group of initials, FPC, the lot) throw at us.

I wait eagerly for the time *our* cause is constantly appearing in the media—together with those wonderfully publicised efforts of the medical and dental professions.

**Dai Azeepam**

## Prescription charges

I note that the Department of Health is proposing to take a sum of money (£1½m) out of the balance sheet to "compensate" for the increased cash flow and profit (?) to contractors due to the increase in prescription charges. However, I should like to know how much money the Department is proposing to introduce into the balance sheet to compensate contractors for the decrease in cash flow due to the 7 per cent increase in VAT rate.

I would calculate that this increase will more than cancel out the script charges and in fact contractors will once again be in a negative cash flow situation, since our (voluntary?) loan to the Government will be increased by this 7 per cent. Comments from PSNC requested.

**R. Booker**

Swansea

With reference to the Xrayser's article—"Stupidity" (last week, p1003)—I have been trying without any success to discover who decided that the new charges would commence on July 16!

Can the "gentleman" concerned be made to identify himself and say why?!

**J. Hicks**

Bristol

Xrayser's arguments regarding the stupidity of prescription charge increases starting in the middle of July goes some of the way. In my opinion someone (he or she probably already thinks of the pharmacist as a shopkeeper who does not need an increase in remuneration) was asked by the Chancellor "How long do retail chemists require to organise an increase in prescription charges?" "Oh, a month from Budget day will do." No one, I am sure, saw fit to ask any general practice pharmacists.

It appears that most GP pharmacists

are accepting the situation, but why should we be pushed around by bureaucratic inefficiency? We have enough paper work with repricing due to increased VAT etc.

**David B. Kalms**

Enfield, Middlesex

## VAT delay

Concerning your item "VAT still delayed" (June 16), I should like to contradict the spokesman for Customs and Excise. As of today's date I have not yet received February payments: January payment arrived May 23.

**Patrick J. McBride**

Nuneaton

Mr McBride's letter, dated June 21, arrived in *C&D*'s office on July 3—perhaps the same fate befell the communication from C&E!—Editor.

## Ostomy courses

Congratulations on your Ostomy care supplement (*C&D*, June 23).

The National Pharmaceutical Association is concerned that its retail pharmacist members should know more about the intricacies of ostomy procedures and the vast range of after-care appliances.

Members interested in the NPA's one-day seminar's mentioned in the supplement (p 979) should get in touch with Mallinson House for details. Experience has shown that early bookings for these courses is desirable.

**B. M. Rusling**

Management and training officer NPA

## Election thanks

May I please use your columns to express my thanks to all those who voted for me to represent the NHS region no 10 (Oxfordshire, Berks, Bucks & Northants) in the recent Pharmaceutical Services Negotiating Committee elections.

It is gratifying to feel that such a large majority of voters are thinking along similar lines to myself, and whilst no one man can work miracles in pharmacy today, I do undertake to give of my best, plus a little more, in furthering the interests of the local community pharmacy.

**P. B. Dean**

Oxford

I would like to thank all those who voted for me in the recent SW Region PSNC election. I hope LPCs and contractors in the region will contact me with their problems and their views on NHS matters whenever this might be helpful.

I would also like to thank Mr A. O. Bond for the very generous sentiments expressed in his letter published in *C&D* last week. It is perhaps a fault of the democratic system that good candidates cannot always be successful, but I am sure his time will come. In the meantime I look forward to working with him in his capacity as chairman of the NHS Regional Pharmaceutical Committee.

**Stuart Thomas**

Totnes, Devon





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# COMPANY NEWS

## Kirby acquired by Schering-Plough

Kirby Pharmaceuticals Ltd, Mildenhall, Suffolk, have been acquired by Schering-Plough Corporation (USA) through one of their subsidiaries for an undisclosed amount of cash.

Kirby manufacture and sell branded "ethicals" and proprietary products, including effervescent sterilising and water purifying tablets, ophthalmic preparations and various proprietaries. It is proposed to combine Kirby's operations with the "ethicals" business of Schering-Plough's UK subsidiary, Warrick Pharmaceuticals Ltd, but to continue marketing the respective products through the existing marketing groups of the two companies. The management and staff of Warrick will move to Mildenhall.

## Schering to buy part of Cooper

Schering AG, West Germany, are to buy certain assets of Cooper Laboratories' internal medicine division for \$85 million (not the whole company, as may have been implied previously, *C&D*, June 23, 1992).

The deal was included in a letter of intent—signed recently between the two companies—providing for a wide-ranging collaboration between the two companies and including cross-licensing of research products. The pharmaceutical business to be sold accounts for 23 per cent of Cooper's total sales and is one of its five divisions. The business will be organised by the existing management of the division with Cooper representatives on its board of directors.

Excluded from the sale are the dermatology products of the division and manufacturing facilities in Wayne, New Jersey and San German, Puerto Rico. Also excluded is a new Cooper anti-asthmatic drug now being evaluated.

Consummation of the transaction, expected by late summer, is subject to various conditions requiring the approval of the boards of both companies.

## Discount for Beauty's growth

Discount for Beauty—the pharmacy/cosmetics retail chain—has more than doubled in size in the past two years. Sales this year are likely to exceed £11 million, predicts the managing director, Mr Ivan Lester, MPS.

He told a recent meeting of senior and middle management that the company was already a major force nationally in the sales of toiletries, cosmetics and perfumery and he was confident that the company would continue to exert considerable influence in this area.

Mr B. G. Davison, chairman elect and

joint managing director, Foster Brothers Clothing Co group, said his company's takeover of Discount for Beauty had considerably strengthened the latter's standing in the property market, facilitating an increased rate of store openings. The Discount for Beauty subsidiary would be operating nearly 50 stores by the end of the year. Foster Brothers operate some 700 retail outlets.

## Irish company reduces loss

The improvement shown in the second half of 1977 by Irish Pharmaceuticals Ltd was maintained during 1978, the chairman, Mr Thomas Hassett said in the annual report for the year ended December 31, 1978. The company had not been restored to profitability but the losses for the year had been reduced to £6,260 compared with £38,528 in 1977.

Turnover, at £1,037,000, exceeded £1m for the first time in the history of the company and sales were 60 per cent up on the same period last year. However the chairman said that the lack of telephone and postal communications could have a serious effect on the present year's trading. Also the impact of the breaking of the link with sterling together with the present industrial and economic unrest did not inspire confidence for the future.

## £8.5m investment on Merseyside

Lilly Industries announced last week a major development of its Dista products antibiotic plant at Speke. Additional stainless steel fermenters and associated air compression equipment, dryers, blenders, storage vessels and electronic control instrumentation are expected to cost about £8.5m over the next two years.

This operation anticipates the increased worldwide demand for antibiotics in the

1980s. Dista already exports over 50 per cent of its output and the extra production will increase this figure and help ensure continuity of jobs for their thousand-plus employees in the Liverpool area.

Mr Richard D. Wood, Lilly board chairman, said also that Lilly consolidated sales for the first six months of 1979 were estimated to be approximately 21 or 22 per cent up over the same period last year and that sales for the year were expected to be well above two billion dollars. Discussing Lilly research, Mr Wood expressed his belief that a new generation beta-lactam antibiotic discovered by the Lilly firm's Japanese partner, Shionogi and Co, should prove to be a product of commercial importance. "The product is now in the clinical evaluation stages. Studies to date indicate that the compound possesses a very broad spectrum of activity and has few side-effects. Preliminary clinical evidence also suggests that the compound can be used successfully in cases demonstrably resistant to other antibiotic therapy. This unique substance should be a superb antibiotic."

## Sterling-Winthrop research at Alnwick

Sterling-Winthrop group are to build a £5 million pharmaceutical research centre at Alnwick, Northumberland.

The centre will develop and test new human medicines which will eventually be made available through Winthrop Laboratories and Sterling Research Laboratories. Worldwide, Sterling Drug—the group's parent company—is spending £25m on research this year. The decision to build the proposed centre in the UK was made after considering several European countries for the site.

Sterling-Winthrop already employ some 2,500 people in the north-east, manufacturing pharmaceuticals at Fawdon and organics at Dudley.

## Better political future, say Beecham

The political environment in which UK businesses operate changed for the better with the defeat of the Labour Government, Mr G. J. Wilkins, chairman of the Beecham Group Ltd declared in his statement in the group's annual report. He said the new Government was expected to curb the more blatant uses of trade union power. Two of the most important proposals of the Conservatives were to prohibit secondary picketing and to limit the support from the social security system for union members involved in industrial disputes.

Mr Wilkins also said that the group's results for 1978/79 illustrated the wisdom of their policy of giving as much attention and emphasis to the expansion of their consumer products businesses as to the growth of pharmaceuticals. Beecham Pharmaceuticals had met problems outside its control in some markets which neutralised its achievements in

others but Beecham Products had been able to take the strain. However the increase of £4.6m in pre-tax profit was smaller than the group usually achieves. The strengthening of sterling against other major currencies was the main reason for this. The group had also given priority to long-term growth by increasing research and development expenditure and capital expenditure.

The growth of Beecham's presence in the USA was highlighted. Mr Wilkins said his company was well on the way to becoming a major force in the pharmaceutical and consumer products in the US. Aqua-fresh tooth paste is to be launched nationally in the US in the current year. Advertising and promotional costs for this formed a significant part of the expenditure to support further growth of the business

□ For preliminary statement of accounts see *C&D*, June 2, p845.



# MARKET NEWS

## Bismuth yo-yo

London, July 4: Two weeks after raising the prices of bismuth salts by substantial amounts the manufacturers have issued new schedules which show considerable reductions whilst maintaining a modest rise over the rates charged a month ago.

Much national publicity has been given to petroleum prices in the past week so it will come as no surprise that various grades of liquid paraffin will be dearer from July 8. New rates for petroleum jellies are awaited.

While the firm tone of crude drugs was generally maintained during the week there were a number marked down because of the weak dollar. The same remarks are applicable in the essential oil sector. Dearest were camphor white, Chinese citronella and eucalyptus. Among those reduced were Ceylon citronella, clove leaf, lemongrass and *arvensis* peppermint.

## Pharmaceutical chemicals

Bismuth salts: £ per kg.

	50-kg	250-kg
carbonate	6.72	6.62
salicylate	7.85	—
subgallate	9.70	—
subnitrate	5.40	5.30

Chloral hydrate: 50-kg lots £1.86 kg.  
Hyoscine: Hydrobromide £490 kg.  
Lignocaine: (25-kg) base £11.07 kg; hydrochloride £11.17.

Lobeline: Hydrochloride BPC and sulphate £1.45 per g for 100-g lots.

Magnesium carbonate: BP per metric ton—heavy £590 to £620, light £490.

Magnesium chloride: BP crystals £0.75 kg for 50-kg lots.

Magnesium dihydrogen phosphate: Pure £2.29 kg in 50-kg lots.

Magnesium hydroxide: (metric ton) BPC light £1,360; 28 per cent paste £440.

Magnesium oxide: BP per metric ton, heavy £1,350; light £1,360.

Magnesium sulphate: BP £129.70-£134 metric ton as to source; commercial £116.50, exsiccated BP £258.

Paraffin liquid: Pence per litre excluding duty:

BP/BPC grades	1-9 drums	10 drums	bulk
WA4	47.0	45.7	39.8
WA3	45.9	44.6	38.7
WA2	47.7	46.3	40.5
WA1	51.7	50.3	44.5
light technical	44.2	42.8	37.0
WA21	46.1	44.7	38.9

Potassium ammonium tartrate: £1.55 kg in 50-kg lots.

Theophylline: Anhydrous and hydrous £5.58 kg in 110-kg lots; ethylene diamine £5.91 kg.

## Crude drugs

Agar: Spanish/Portuguese £6.50 kg.

Aloes: Cape £1,100 ton spot; £1,085, cif. Curacao nominally £2,285, cif, no spot.

Balsams: (kg) Canada: Easier at £12.80 spot; £12.40 cif. Copaiba: £3.20 spot £3.05, cif. Peru: No spot; £9.75, cif, nominal. Tolu: £5.90 spot.

Belladonna: (kg) cif herb £1.40; leaves £2.12; root no offers.

Benzoin: £201 cif.

Buchu: Leaves £1.40 kg spot; £1.33, cif, nominal.

Camphor: Natural powder £5.60 spot and cif.

Synthetic £0.96 spot; £0.92, cif.

Cardamoms: Alleppy green No. 2 £9 kg, cif.

Cascara: £1,150 metric ton spot; £1,120, cif.

Cherry bark: Spot £1,120 metric ton; shipment £1,015, cif.

Cinnamon: Seychelles bark £480 metric ton spot; £400, cif. Ceylon quills 4 o's £0.64 lb, featherings £0.16, lb, cif.

Cloves: Madagascar/Zanzibar £4,150 metric ton spot; £3,800, cif.

Cochineal: Tenerife black brilliant spot £17.35 kg nominal. Peru silver grey £14.65 spot; £14.35, cif.

Dandelion: Spot £1,945 metric ton spot; £1,780, cif.

Gentian root: £1,840 metric ton spot; £1,790, cif.

Ergot: No offers.

Ginger: Cochinchina £625 metric ton spot shipment £400, cif. Other sources not quoted.

Henbane: Niger £1,390 metric ton spot; £1,365, cif.

Hydrastis: Spot £29.50 kg; no cif.

Ipecacuanha: (kg) Costa Rican no offers; Matto Grosso £16.10 kg; cif, nominal.

Jalap: No offers.

Kola nuts: £475 metric ton spot; £418, cif.

Lemon peel: Spot £1,140 metric ton; £1,050, cif.

Liquorice root: Chinese £560, metric ton spot £540, cif. Block juice £1.63-£1.90 kg spot.

Lobelia: American nominal. European £1,750 metric ton, cif.

Lycopodium: £4.80 kg spot; no cif.

Mace: Grenada unsorted \$2,750 metric ton, for whole \$3,000.

Menthol: (kg) Brazilian £6.55 spot; £6.40, cif. Chinese £5.90 in bond; £5.80, cif.

Nutmeg: (per metric ton fob) Grenada 80's \$2.95 sound unsorted \$2,650 110's \$2,750, bwb defectives \$1,750.

Nux Vomica: No spot or cif.

Pimento: Jamaican £1,120 metric ton spot; £1,085, cif.

Pepper: (metric ton) Sarawak black £1,000 spot; £1,800 cif; white £1,475 spot; £2,600, cif.

Podophyllum: Root Chinese no spot; £400 metric ton, cif.

Quillaia: Spot £995 metric ton; £730, cif.

Rhubarb: Chinese rounds 60 per cent pinky £3.3 kg, spot; £3, cif.

Saffron: Mancha superior £740 kg spot; Rio £785

Sarsaparilla: Jamaican £1,915 metric ton spot; £1,860, cif.

Seeds: (metric ton, cif) Anise: China £815 for shipment. Celery: Indian £485. Coriander: Morocco £195. Cumin: Indian £720, Iranian £825. Fennel: Indian £440. Fenugreek: Moroccan and India £235.

Senega: Canadian £10.05 kg spot. £8.55, cif.

Valerian: Dutch £1,890 metric ton spot; £1,835 cif. Indian £1,210 spot; £1,190, cif.

Turmeric: Madras finger £650 metric ton spot nominal £480, cif.

## Essential and expressed oils

Camphor white £0.85 kg spot; £0.86, cif.

Cinnamon: Ceylon leaf £2.50 kg spot; £2.58, cif bark, English-distilled £160.

Clove: Madagascar leaf, £2.60 kg spot; shipment £2.45, cif. English-distilled bud £40.

Eucalyptus: Chinese £1.75 kg spot; £1.67, cif.

Lemongrass: Cochinchina £5.75 kg spot; £4.50, cif.

Orange: For shipment, Florida £0.60; Brazilian £0.45, cif.

Peppermint: (kg) Arvensis—Brazilian £4.45 spot; £4.80, cif. Chinese £3.40 spot; £3.30, cif. Piperata American from £12 spot; £11, cif.

Petitgrain: Paraguay £6.25 kg spot; £5.35, cif.

Sassaparilla: Brazilian £2 kg spot; £1.75, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

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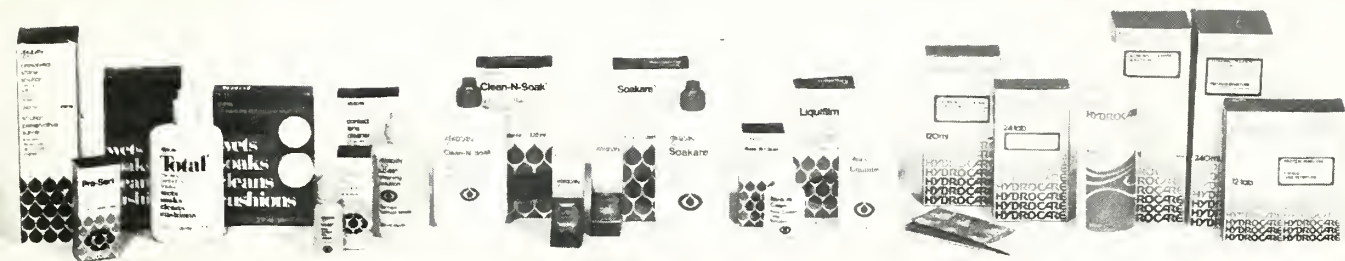
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